

STB

FD

33388

6-23-97

A

180274V4C

1/12

180274

CSX/NS-21

ENTERED
Office of the Secretary

JUN 23 1997

5 Part of Public Record

BEFORE THE
SURFACE TRANSPORTATION BOARD

Finance Docket No. 33388



CSX CORPORATION AND CSX TRANSPORTATION, INC.
NORFOLK SOUTHERN CORPORATION AND
NORFOLK SOUTHERN RAILWAY COMPANY
-- CONTROL AND OPERATING LEASES/AGREEMENTS --
CONRAIL INC. AND CONSOLIDATED RAIL CORPORATION

RAILROAD CONTROL APPLICATION

VOLUME 4C OF 8

**STATEMENTS OF SHIPPERS, PUBLIC OFFICIALS
AND OTHERS IN SUPPORT OF THE APPLICATION**

JAMES C. BISHOP, JR.
WILLIAM C. WOOLDRIDGE
J. GARY LANE
JAMES L. HOWE, III
ROBERT J. COONEY
A. GAYLE JORDAN
GEORGE A. ASPATORE
JAMES R. PASCHALL
ROGER A. PETERSEN
GREG E. SUMMY
JAMES A. SQUIRES
Norfolk Southern Corporation
Three Commercial Place
Norfolk, VA 23510-2191
(757) 629-2838

RICHARD A. ALLEN
JAMES A. CALDERWOOD
ANDREW R. PLUMP
JOHN V. EDWARDS
Zuckert, Scoutt & Raserberger, L.L.P.
888 Seventeenth Street, N.W.
Suite 600
Washington, DC 20006-3939
(202) 298-8660

JOHN M. NANNES
SCOT B. HUTCHINS
Skadden, Arps, Slate,
Meagher & Flom LLP
1440 New York Avenue, N.W.
Washington, DC 20005-2111
(202) 371-7400

*Counsel for Norfolk Southern
Corporation and Norfolk Southern
Railway Company*

MARK G. ARON
PETER J. SHUDTZ
ELLEN M. FITZSIMMONS
CSX Corporation
One James Center
901 East Cary Street
Richmond, VA 23129
(804) 782-1400

P. MICHAEL GIFTOS
DOUGLAS R. MAXWELL
PAUL R. HITCHCOCK
NICHOLAS S. YOVANOVIC
FRED R. BIRKHOLZ
JOHN W. HUMES, JR.
R. LYLE KEY, JR.
CHARLES M. ROSENBERGER
PAMELA E. SAVAGE
JAMES D. TOMOLA
CSX Transportation, Inc.
500 Water Street
Jacksonville, FL 32202
(904) 359-3100

DENNIS G. LYONS
JEFFREY A. BURT
RICHARD L. ROSEN
MARY GABRIELLE SPRAGUE
PAUL T. DENIS
DREW A. HARKER
SUSAN T. MORITA
SUSAN B. CASSIDY
SHARON L. TAYLOR
JEFFREY R. DENMAN
JODI B. DANIS
CHRIS P. DATZ
AMANDA J. PARACUELLOS
Arnold & Porter
555 12th Street, N.W.
Washington, DC 20004-1202
(202) 942-5000

SAMUEL M. SIPE, JR.
BETTY JO CHRISTIAN
TIMOTHY M. WALSH
DAVID H. COBURN
CAROLYN D. CLAYTON
Steptoe & Johnson LLP
1330 Connecticut Avenue, N.W.
Washington, DC 20036-1795
(202) 429-3000

*Counsel for CSX Corporation and
CSX Transportation, Inc.*

TIMOTHY T. O'TOOLE
CONSTANCE L. ABRAMS
Consolidated Rail Corporation
Two Commerce Square
2001 Market Street
Philadelphia, PA 19101
(215) 209-4000

PAUL A. CUNNINGHAM
Harkins Cunningham
1300 Nineteenth Street, N.W.
Suite 600
Washington, D.C. 20036
(202) 973-7600

*Counsel for Conrail Inc. and
Consolidated Rail Corporation*

FILED

JUN 23 1997

**SURFACE
TRANSPORTATION BOARD**

VOLUME 4

SUMMARY: MASTER TABLE OF CONTENTS

	Volume (s)
Governors and Other Public Officials	4A
Other Railroads	4A
Shipper Verified Statements	4B-4E

VOLUME 4C

TABLE OF CONTENTS

SHIPPER VERIFIED STATEMENTS

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
D.D. Jones Transfer and Warehouse Company, Inc.	Robert W. Jones, Jr.	1
D.D. Williamson & Company, Inc.	Anne N. Hampton	3
D.G. Agency, L.C.	William E. Crandell	4
D.I.F. Inc.	Ronald K. Sellman	6
D.W. Dickey & Son Inc.	Paul L. Boyd	8
D&S Plastics International	Lee Williams	9
Dairy Feeds, Inc.	John R. Brooks	10
Dan Carrol Associates, Inc.	Daniel W. Carroll	11
Dan Henry Distributing Company	Steve Montgomery	12
Dana Railcar	Dana Petersen	13
Daniel Cohen Enterprises, Inc.	Jack Cohen	14
Darling Builders Supply Company	Mike Pierce	15
Dart Intermodal, Inc.	Dale A. Thompson	16
Dave's Delivery Service	David Saba	17
The David J. Joseph Company	Thomas F. Pellington	20
Davis-Grande, Inc.	Joe Vozza	22
Davis Industries, Inc.	Benjamin Ettleman	23
Dayton	Harvey Hepner	24
Deal Rite Feeds Inc.	Ronald Deal	25
Dean Foods Company	Scot W. Jansen	26
Dearborn Steel Center	Geoffrey M. Eaton	28
Deberry Land & Timber	Danny V. Deberry	29

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
DeCrescente Distributing Company	Craig N. Meinhardt	31
Deere & Company	E.F. Standaert	33
Del-Cook Lumber Company	David Sorrell	35
Delaware Avenue Distribution Center, Inc.	Anthony Nardella	37
Delaware Brick	Charlie Schaubert	38
Delight Products	George Benton	40
DeLille Oxygen Company	James F. O'Conner	42
Delmarva Chemicals, Inc.	John F. Pilling, Jr.	44
Delta Coals, Inc.	D. Tate Rich	45
Delta Resins & Refractories	Robert J. Carr	46
Delta Steel Corporation	Charles Schulmeyer	47
Den-El Transfer, Inc.	Donna Miedusiewski	48
Dennis Kern Contractor	Dennis Kern	50
Denton Cartage Company Inc.	Lowell D. Denton	52
Derrick Lumber Company, Inc.	Louie E. Derrick	54
Detroit Edison Company	Norman H. Barthlow	56
Detroit Edison Company	John J. Oddo	58
Diamond Export Company	Jayne E. Hobbs	59
Diamond Hill Plywood Company	John C. Ramsey	60
Diamond R Fertilizer Company, Inc.	Ben E. Burdeshaw	62
Diamond Trailer Service, Inc.	Albert Bayona	63
Diamondhead Coal Sales, Inc.	Cecil Lewis	65
Dickman-Hines Lumber Company	Theresa Wood	66
Dierner Brick Company	Mike Mignogna	68
Direct Rail Head	James D. Moore	69
Direnzo Coal Company	Michael DiRenzo	70
Distribution Services of America, Inc.	David L. Petri	71

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
Distribution Services of Atlanta, Inc.	John Kinnick	72
Distribution Unlimited Inc.	David M. Brown	73
Diversified Automotive, Inc.	Dennis Kraez	75
Diversified Cartage Service, Inc.	Wayne A. Wendorf	76
Diversified Consulting Engineers	S.B. Lal	78
Diversified Energy, Inc.	Randy C. Edgerton	79
Diversified Holdings, Inc.	Salvador Gaudiano	80
Divisified Ingredients	David E. Dressel	81
Dixie Cut Stone & Marble, Inc.	John Hoffmann	82
Dixie Fabrication Inc.	Robert E. Penninger	83
Dixie Plywood Company	Randall C. Collins	85
Dixie Redi-Mix	Bobby Hopkins	87
Dixie Roadbuilders, Inc.	Alton Walker	88
Dixie Transport, Inc.	Jimmy F. Brown	89
Dluback Glass Company	Jack Hostetler	91
Dobrow Industries, Inc.	Edward J. Dobrow	92
Dodd Distributing Company, Inc.	Tom Parish	93
Dominion Coal Corporation	Charles Ellis	94
Douglas Asphalt Company	Joel Spivey	97
Dravo Lime Company	Donald H. Stowe, Jr.	98
Drexel Logistics, Inc.	Richard Knoll	99
Drumheller Bay & Supply Inc.	Cathy Harrell	100
Drummond Coal Sales, Inc.	James C. Ludwig	101
Dry Branch Kaolin Company	Larry Davis	103
Drypers Corporation	Matthew Moravy	104
The DSI Network	Kenneth M. Rouse	105
DSI Transports, Inc.	David Lindsay	106

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
DSM Chemicals North America, Inc.	Wex A. Woodard	109
DuBard Inc.	Don Rupard	110
Duferco Limited	Greg Smith	112
Duferco S.A.	Giuseppe Meconi	114
Dunan Brick Corporation	Jamie Flores	116
E.A. Nelson Company, Inc.	Chad Steele	118
E.I.L. Petroleum, Inc.	Josephine Cucinella	120
E.R. Advanced Ceramics, Inc.	Robert M. Roth	122
E&B International, Inc.	M.J. Murphy	123
Eaglehawk Carbon, Inc.	James O. Bunn	124
East Coast Transport, Inc.	Dan Latta	126
East Kentucky Power Cooperative, Inc.	Randy Dials	128
East River Coal Company	Ronald L. Whalen, Jr.	129
Eastech Chemical Inc.	James E. Bodner	130
Eastern Distribution, Inc.	Frances Hykes	131
Eastern Export Company, Inc.	Grady Tribble	133
Eastern Industrial Minerals, Inc.	Peg McBride	135
Eastern Transport & Warehousing America	David C. Wenger	136
Eastland Crane Service	Robert M. Marshall	138
Eastman Kodak Company	Linda L. Kelley	140
Eastwood Carriers, Inc.	Roger P. Cox, Jr.	143
Echo West Inc.	Trevor West	144
Ecolab, Inc.	Sharon Flynn	145
Economy Oil Company	John Beck	147
Economy Transport Corporation	Virginia M. Gagliano	149
EGI Warehouse Inc.	Joseph J. Venturoso	151
Eiler Towing & Wrecker Service	Richard Eiler	152

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
Eland Distribution	Doug Eland	154
Electric Fuels Corporation	Joseph L. Stearman	156
Electric Fuels Corporation	Dennis G. Edwards	158
Eljer Manufacturing Company	James D. Mahan, C.P.M.	159
Ellwood City Forge	Daniel P. Hamilton	160
Elm Street Resources, Inc.	Kathy E. Walker	161
Elme North America, Inc.	William P. Healy	163
Elme North America, Inc.	Dennis A. Niska	165
Elmore Sand & Gravel	Bobby H. Harvey	167
Emerald International Corporation	Aidan C. Bowles	168
Emerald Packing Company, Inc.	Harold F. Arost	170
Emfinger Steel Company, Inc.	Dewey Emfinger	172
Empire Truck Lines, Inc.	Gary W. Conner	173
ENCEE Chemical Sales, Inc.	J.C. Barker, III	175
Encor Coatings, Inc.	Michael J. Ahm	177
Enercarbo	Massimo Ercolani	178
Energy Coal S.p.A.	Augusto Ascheri	180
Energy Consulting, Inc.	Robert Lewis	182
Energy Mountain Coal, Inc.	F.D. Robertson	183
Energy Transport, Inc.	Gary Hartney	185
Engines, Inc.	Carl C. Grover	187
England/Corsair	Lee Overton	188
Englefield Oil Company	Robert R. Williams	189
English China Clays, Inc.	Stephen M. Jackson	191
Enrico Roman, Inc.	Albino L. Roman	192
Envirocare of Utah, Inc.	Larry Shelton	193
EnviroSource, Inc.	Brice Dille	195

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
Epsilon Products Company	J. Bryan Clelland	196
Erie Forge and Steel, Inc.	Terry Page	198
Ernest Jacoby & Company, Inc.	John A. Baybutt	201
ESCO Inc.	Ed Shuman	202
ESCO Transportation Company	Phillip H. Smith	203
Esmond Terminal Warehouse	Ronald P. Dacko	205
Essex Hybrid Seed Company Limited	Richard Pogue	206
Essex Trading Company	John MacDonald	208
Stowah Recycling, Inc.	Tim Kennedy	210
Euro-American Coal Trading, Inc.	Theodore Sohnen	212
Euroboard Enterprises	Gail Shepherd	214
Evans Clay Company	Dwight Glover	215
Evans Lumber Company	Ronald G. Roberts	216
Executive Bonded Warehouses	John C. Devereaux	217
Export Transport Company	Eric Kalivoda-Bierman	219
Exporting Commodities International, Inc.	Russell J. Stewart	220
Express Marine, Inc.	Richard C. Walling	222
Express Systems Intermodal, Inc.	J.R. Thorton	224
F & P Enterprises, Inc.	Ronald L. Pembelton	228
Fairfield Landmark, Inc.	Michael E. Young	229
Fairmount Minerals	Thomas A. Mitropoulos	230
Fairrington Transportation Company	Victor G. Warren	233
Falcon Express, Inc.	Steve Ward	235
Falcon Roc Management Services Inc.	Rodney W. Falkestein	237
Fannon Transportation, Inc.	Joe B. Fannon	240
Farm Fresh Inc.	Carmine Mazzella	241
Farm Supply Center, Inc.	Regis E. Michel	243

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
Farmers Grain Dealers	David Nicholson	245
Farmers Supply & Explosives, Inc.	Curtis Corey	246
Farmland Hydro, L.P.	C.M. Farris	248
Fasig Company, Inc.	Terry Fasig	249
The Fast Dry Companies	Steve Dettor	251
Federal White Cement	William R. Stonebraker	253
The Feldspar Corporation	William C. Rogers	256
Fenbeck Transportation	Andy Cole	258
Feralloy Corporation	George A. Nolder	259
Ferrellgas	Doug Waddle	261
Ferrous Processing & Trading Company	Fred W. Bause	263
Ferrous Processing & Trading Company	Jeffrey N. Cole	264
First Thermal Systems	Eddie Griffith	266
Flanigan Drayage Company, Inc.	Mike Flanigan	267
Fleet Supplies, Inc.	Charles A. Bacon, Sr.	269
Fleetmaster Express, Inc.	Harold Hopper	271
Flint Ink Corporation	Marjorie Merritt	273
Florida Crushed Stone Company	J. Edward Aillsopp, III	274
Florida Crystal, Inc.	Tim Parker	275
Florida East Coast Deliveries, Inc.	Orlando Acebal	276
Florida Plywoods, Inc.	John Maultsby, Jr.	278
Florida Rock Industries, Inc.	John D. Baker II	280
Florida Silica Sand Company, Inc.	Brian Pegram	281
Florida Tile Industries, Inc.	Charles L. Edwards	283
Floyd Wilcox and Sons, Inc.	Fred Bermensolo	285
Fluid Energy Processing & Equipment	Thomas H. Mathis	287
Ford's Redi-Mix Concrete Company, Inc.	Billy Ford	288

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
Fort Howard Corporation	James E. Carr	289
Fort Pitt Consolidators, Inc.	Barry I. Sheer	291
Foss Swim School	John Foss	293
Foster Fuels, Inc.	Watt R. Foster, Jr.	294
Four-U-Transportation, Inc	Wade B. Ferguson	296
Fourteen Forty Terminals, Inc.	Lenore Vaccaro	298
Fourteenth Avenue Cartage Company, Inc.	James E. Ryan	300
Frankfort Scrap Metal Company, Inc.	Winford Moore	302
Franklin Industrial Minerals, Inc.	Robert C. Freas	303
Franklin Storage, Inc.	Dennis I. Perry	305
Fred McDowell, Inc.	Frank Fine	308
The Freight Connection, Inc.	Geoff Duncan	309
Freight Direct, Inc.	Robert N. Turner	311
Freightmasters, Inc.	Ronald A. Have	313
Fritz-Rumer-Cooke Company, Inc.	C. Clem Cooke III	314
Fruchey, Don R., Inc.	Michael A. Howard	316
Ft. Loudoun Terminal Company, Inc.	Don E. Lee	317
FTS Inc.	Nicole Frank	318
Fuel Oil and Equipment Company, Inc.	John W. Kirk, III	320
Fusselman Salvage Company	David J. Fusselman	322
G.H. Cook Lumber Company, Inc.	Kathy Philips	323
Galaxy Transport, Inc.	Gary E. Harper	324
Gallatin Steel	Louis R. Schrardt	326
Galli Beer Distributing Company, Inc.	John M. Galli	328
GalvTech	Wilson J. Farmerie	330
Gardner Asphalt Corporation	Michael Lazuk	331
Garvey Transport, Inc.	Kathleen Perkins	333

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
Gas Supply Resources, Inc.	Kenneth J. Douglas	334
Gateway Cold Storage	Patrick J. Gorbett	335
Gateway Intermodal Freight Lines, Inc.	Roy D. Valihora	336
Gatliff Coal Company	J.J. Shackelford	338
Gats Masonry, Inc.	Jim Adams	339
GenCorp Inc.	Stanford D. Hagler	341
General Builders Supply Corporation	James B. Erna	343
General Electric Appliances	James D. Youngblood	344
General Electric Company Global Services	Mack W. Lockwood	346
General Electric Company Power Delivery	Bobby L. Brown	348
General Shale Brick Corporation	James L. Moates	350
Genex L.P.	Thomas K. Middleton	352
George C. Brown, Cedar Company	Lilian Robinson	354
George International Corporation	John I. Stryker, III	356
Georgia Tubular Products	Troy Griffith	357
Gerald Metals, Inc.	Timothy J. McGee	358
Geschwind Consignment Company, Inc.	Marie King	359
GFC Foam Inc.	Louise Eckardt	361
Giant Resource Recovery Company, Inc.	Richard Familia	362
GIBBCO INC.	Ronald E. Gibbons	364
Gibraltar National Corporation	Steve Klochko	365
Gilbert International	Joe L. Gilbert, Jr.	366
Gilbert Lumber Company, Inc.	Gary White	369
Gilbert West Inc.	Michael J. Mullen	371
Giles Chemical Industries, Inc.	Birney Humphrey	373
Gilley's Reload Center	Roger Gilley	374
Gilman Paper Company	Charles W. Chapman	376

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
Givens Logistics	Keith Helton	378
GKM Coal, Inc.	Steven A. Mays	380
Glass Brokers, Inc.	Emanuel V. Sorge, Ph.D.	381
Glass Recyclers Inc.	Robert Rahaim	382
Glen Rock Lumber	Ray Moe	384
Glenshaw Glass Company, Inc.	James J. Bailey	385
Global Intermodal Logistics	Wanda Thacker	386
Global Stone (U.S.A.) Inc.	John Cardosa, Jr.	387
Globe Metallurgical, Inc.	W. David Tuten	389
Glover Milling Company, Inc.	William E. Glover	390
Gold Kist, Inc.	Gaylorú O. Coan	391
Gold Star Shipping, Inc.	Lisa Donovan	394
Golden Eagle Express	Gregory Clement	395
Golden-Rod Enterprises	Bobby Brown	397
Goodale Auto-Truck Parts Company, Inc.	Doug Burkhart	398
Gorno Transportation Services, Inc.	Greg Gorno	400
GPS Transportation; GPS Terminal Services	Dave Anthony	402
Graco Industries	Samuel L. Graves	404
The Graham Farms, Inc.	Babb Toms	405
Grain Sales Company, Inc.	Will L. Kinard	406
Grand Rapids Steel Distribution Center	James A. Russo	407
Granger Farm Products, Ltd.	Ryan Ford	409
The Granite Grain Company	Ross Tweedy	411
Graystone Express Ltd.	Patrick J. Kerwin	412
Great Lakes Paper Fibres Corporation	Nicholas Nemeti	413
Great Lakes Sugar Company	Rhonda Mohowitsch	414
Great Lakes Terminal & Transport Company	Tom Gimbus	415

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
Great Western Steamship	Virginia Thaxton	416
Greater Lafayette Progress, Inc.	Michael Brooks	418
Green Bay Packaging Inc.	Debra R. Stevens	419
Greeneville Iron and Paper Company	Lyle R. Collins	420
Greenleaf Plant Food, Inc.	Hunter A. Pipes, Jr.	423
Greenville Transport	Ted Lepski	425
Griffin Industries, Inc.	Mike Gilbert	427
Griffin Pipe Products Company	Donald W. Matras	429
Gro Tec, Inc.	Robert Pennington	432
Gross & Janes Company	John Sexton	433
Grove Associates, Inc.	William F. Mix	435
GS Roofing Products Company, Inc.	John W. Smith	438
Gulf States Paper Corporation	Richard L. Huizinga	439
Guy Andotte Pocahontas Energy, Inc.	Beth Barlow	442
H&M International Transportation, Inc.	Charles T. Connors	443
H.C. Chendler & Son, Inc.	Bruce Henneke	446
H.E.L.P. Transportation Company	Robert L. Barnett	447
H. Hirschfield Sons Company	Robert E. Hirschfield	451
H. Krevit & Company, Inc.	Don Dechello	452
H.L. Lawson & Son, Inc.	Richard G. Lawson	453
H.M. Stauffer & Sons, Inc.	Christopher S. Schultz	454
H.O. Wolding, Inc.	Richard Wolding	455
The Hazer Group, Inc.	John Franklin Meyer	457
Hagerstown Transload Services, LLC	David C. Hanlin	460
Hammer Express Inc.	Patrick Barrett	462
Hammond Group, Inc.	Mildred R. Rodriguez	464
Hampden Coal Company, Inc.	Edward L. Grimmett	465

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
Handl-it Inc.	Glenn A. Garson	467
Hanjin Shipping Company, Ltd.	Hee T. Hwany	469
Hannibal Iron & Metal Company	Robert D. Fletcher	471
Hanson Cold Storage Company	Jordan B. Tatter	472
Hardware Wholesalers, Inc.	Jim Burton	474
Harlan-Cumberland Coal Company	Clyde W. Bennett	476
Harmony Products, Inc.	Ray Grover	477
Harris Structural Steel Company, Inc.	Mary Ellen Wilson	478
Harris Teeter, Inc.	Robert Johnson	479
Harris-Crane, Inc.	Ted R. Bartee	481
Harrison Poultry, Inc.	Jim Russell	483
Hart Transportation Inc.	William E. Hart	484
Hartney Oil Company	Peter Hartney	485
Hartsville Oil Mill	Richard A. Koppein	487
Hartwell Warehouse, Inc.	William Hartwell	489
Harvest States Cooperatives (Amber Milling)	Garry A. Pistoria	490
Harvest States	Pat Kluempke	493
Harvey Salt Company	Kirk Davis	495
Hasler & Company	Carl D. Parker	496
Hausman Corporation	Bob Widders	498
Hawkins Chemical, Inc.	Chuck R. Bracken	499
The Hearn Group	Donald Hearn, Jr.	501
Heavy Machines, Inc.	Frederick E. Boone	503
Heavy Machines, Inc.	William M. Garrison	506
Heavy Machines, Inc.	Michael R. Moseley	508
Heavy Machines, Inc.	James A. Nelson	511
Helen Bentley & Associates, Inc.	Helen Delich Bentley	514

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
Helm Financial Associates of San Francisco	Annette U. Wolff	515
Henderson & Phillips Insurance	F. Dudley Fulton	516
Hucks Piggy Back Service, Inc.	Thomas Hucks	516
The Hudson Company, Inc.	David C. Redmon	519
Hudson Foods, Inc.	J.S. Wilson	521
Hudson Tank Terminals Corporation	F. Dudley Fulton	522
Hendrix Miles & Hendrix, Inc.	Hector Acosta	524
Henkel Corporation	Glenn Opalenik	526
Hercules Inc.	John E. Thomas	528
Herndon Processing Company	Harold C. Collins	532
Hickman, Williams & Company	John T. Seaman, Jr.	534
Higgerson-Buchanan, Inc.	Leighton S. Gaddy	535
Higgins Erectors & Haulers, Inc.	John M. Carey	537
Highlands Coal Sales, Inc.	Kirby B. Martin, Jr.	538
Highway Express, Inc.	William E. Nash	540
Hill & Griffith Company	Gary Miller	542
Hill Bros. Intermodal Logistics, Inc.	Bob LeGrand	543
Hillsboro Gas Company	Earl McPhillips	545
The Hipage Company, Inc.	Robert R. Ballard	547
Hiram Walker & Sons, Ltd.	L.L. La Bute	549
HLX	Keith T. Hansen	550
Ho-Ro Trucking Company, Inc.	Harold E. Boyle	552
Hockers Bros. Brick & Tile Company, Inc.	William Martin	553
Hoechst Celanese Specialty Chemicals Group	Richard C. Seawright	554
Hoechst Celanese Specialty Chemicals Group	Perry T. Smith	556

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
Hoechst Celanese Specialty Chemicals Group	Harold Walton	558
Holland Transportation Systems, Inc.	John Holland	560
Holland Warehouse, Inc.	Kathleen D. Mara	561
Holston Steel Services, Inc.	Joe Smith	562
Holton Oil Company, Inc.	Patricia B. Carroll	564
Homasote Company	Shanley E. Flicker	565
The Homer C. Godfrey Company	Martha L. MacDonald	566
The Homer Laughlin China Company	Joseph M. Wells, III	567
Homestead Gas Company, Inc.	Dave Browning	568
Hoosier Wood Preservers, Inc.	Michael J. Hamather	570
Hoover Transportation Services, Inc.	Tim Frye, Sr.	571
Horsehead Resource Development Company, Inc.	Wilbur O. Smith	573
HPA Monon Corporation	V. Stuart James	575
HPE Inc.	Earl H. Lindholz	577
Hub City Alabama	John H. Beck	578
Hub City Atlanta	Gregory P. Smith	580
Hub City Dallas, L.P.	Brian H. Bowers	582
Hub City Florida	Robert H. Maisch	582
Hub City Golden Gate Terminals, Inc.	William F. Schmidt	585
Hub City Houston L.P.	Robert Weaver	587
Hub City Indianapolis, L.P.	Thomas Reisinger	588
Hub City Kansas City, L.P.	Mark S. Smith	589
Hub City Los Angeles, L.P.	James G. Decker	591
Hub City Mid-Atlantic Terminals	Philip Bayle	592
Hub City New Haven	Richard Merrill	594
Hub City New Orleans, L.P.	Jeffrey L. Badeaux	596

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
Hub City New York - New Jersey, L.P.	Roger J. Monaco	597
Hub City New York State Terminals, Inc.	Richard C. Vara	598
Hub City North Central Terminals, Inc.	Jim Gaw	600
Hub City Ohio, L.P.	Joseph Wallace	602
Hub City Philadelphia, L.P.	Robert K. Bulack	604
Hub City Pittsburgh Terminals, Inc.	Edward A. Peterson	605
Hub City Portland, L.P.	Paul DeMerit	607
Hub City St. Louis Terminals, Inc.	Joe W. Egertson	609
Hub City Tennessee, L.P.	Charles P. Herzog, Jr.	610
Hub City Terminals, Inc.	Daniel F. Hardman	611
Hub Group, Inc.	Phillip C. Yeager	613
Hunt Plywood Company, Inc.	Steve Napper	616
Huntco Steel, Inc.	Dan Vivian	618
Huntington Coal Transportation Corporation	Larry Caldwell	620
Hurst Boiler & Welding	Gary Hunter	621
Husky Injection Molding Systems, Inc.	Eric Dumitru	623
Hutcherson Metals, Inc.	Brenda Bluew	624
Hutson Company, Inc.	Moses W. Vernon, Jr.	626
Hydraulic Service Company, Inc.	D.B. Short	628
I.C.E.C.	Harold T. Feren	630
I.H. Schlezinger, Inc.	John R. Miller	631
I&I Sling Inc.	Dennis St. Germain	632
Ikerd-Bandy Company, Inc.	William S. Bryant	634
Ilva Laminati Piani/Riva Group	Mario Turco Liveri Alberto Galli	635
IMC Agribusiness, Inc.	Jeffrey L. Corrie	637
IMC Kalium, Ltd.	Larry Shoemake	639
Imeson Distribution Center, Inc.	Dave Easton	641

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
In-Terminal Services Corporation Inc.	Thomas J. Stangl Patti C. Doyle	643
Incon Container USA Ltd.	Chet A. Biernat	645
Independence Tire, Inc.	John Kuklica	646
Independent Dispatch, Inc.	Gregory M. Gilbert	648
Indiana Packing & Processing Company	Paul W. Abernethy	652
Industrial Metal Processing, Inc.	James W. Knight	653
INET Logistics, Inc.	John P. Ryan	654
Inland Paperboard and Packaging	Donald A. Welch	655
Innovative Logistics Group, Inc.	Norman S. Klein	659
Integrated Tire	Charles Piggot	660
Integrity Coal Sales, Inc.	Gregory F. Licata	661
Inteplast Corporation	Hector B. Santiago	662
Inter-Rail Transport, Inc.	James W. Ricketts	663
Interdom Partners, Ltd.	Steven R. Kranz	664
Intermodal Boxcar Transfer	Thomas Arcidiacono	667
Intermodal Bridge Services Inc.	Gary Schubert	669
Intermodal Container Logistics	Russel A. Graef	671
Intermodal Container Systems	David A. Meyer	673
Intermodal Inspections Inc.	W. L. Edwards	675
Intermodal Management System, LLC	Nir Granot	677
Intermodal Sales Corporation	Troy D. Stubbs	679
Intermont Terminals, Inc.	Preston L. Martin	681
International Chemical Processors, Inc.	Charles Patrick Vaillant	683
International Forwarders, Inc.	Jackson H. Daniel, Jr.	685
International Industries, Inc.	Gary White	687
International Materials, Inc.	Robert K. Walsh	689

<u>Shipper</u>	<u>Witness</u>	<u>Page</u>
International Tool Boxes	Teeny Hodgson	690
International Trading & Associates, Inc.	George H. Hice	692
International Transit, Inc.	Dwayne Hood	693
Interpak Terminals, Inc.	Anthony G. Lagonia	695
Interstate Commodities, Inc.	Victor A. Oberting, Jr.	696
Interstate Consolidation Service, Inc.	Gary I. Goldfein	698
Interstate Distributor Company	John M. Chasteen	700
Interstate Paper Corporation	Eugene C. Millard	702
Interstate Railcar Service, Inc.	William P. Benton	704
Interstate Trailer & Equipment	Tom Kruyer	705
Interstate Warehouse Service	David Taylor	707
Ira Levy & Associates, Inc.	Ira D. Levy	709
ISE Newberry Inc.	Doug Wicker	711
Isolatek	Douglas Wiggins	713
ISP Mineral Products Inc.	Robert Toth	714
Italgrani USA, Inc.	Vern W. Willis	715
Italiana Coke	Augusto Ascheri	717
ITG Transportation Services, Inc.	John P. Kopp	719
Ivex Corporation	Phil Irick	721
Ivorjlee, Inc.	Thomas A. Hockran	722



D. D. JONES
Transfer and Warehouse Company, Inc.

2626 Indian River Road □ Chesapeake, Virginia 23325

May 6, 1997

The Honorable Vernon A. Williams
Secretary
Surface Transportation Board
Attn: STB Finance Docket #33286
1201 Constitution Avenue, N. W.
Washington, D.C. 20423-0001

Re: CSX Corporation and CSX Transportation, Inc.; Norfolk Southern Corporation
and Norfolk Southern Railway Company - Control and Operating
Lease/Agreements - Conrail, Inc. and Consolidated Rail Corporation, STB Finance
Docket No. 33388.

Verified Statement
on behalf of
D. D. Jones Transfer and Warehouse Co., Inc.
Finance Docket No. 33388

Dear Mr. Williams:

My name is Robert W. Jones, Jr., and I am President of D. D. Jones Transfer and Warehouse Co., Inc. My duties include marketing and sales of transportation and warehouse services to rail shippers using the port of Norfolk and distributing to the Northeast through Harrisburg, Pa.

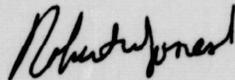
D. D. Jones is a regional third party logistics company. We have facilities located in Chesapeake, Va. and Harrisburg, Pa. These facilities are presently served by NS and Conrail. We receive rail shipments from customers located in Indiana, Michigan, Virginia, North Carolina, South Carolina, and Alabama, as well as points in Mexico and Canada. These facilities are located on various lines connecting to NS. During 1996, we received 1500 carloads from these origins. Most were paper and appliances destined for export throughout the world. We also receive and ship some 3,000 tractor trailer loads each year.

(2)

We support the proposed merger and division of Conrail with Norfolk Southern and CSX. Since our facility is located on the lines of NS, we would welcome the benefit of increased market access for single-line rail transportation. We believe the improved service out of Michigan and Canadian border points will allow us to attract more business to Virginia. A single bill and more importantly a single contact will allow rail-truck movements to compete more effectively with direct truck shipments. We are confident that NS would be able to provide good service on any CR lines which they acquire. By eliminating the NS/CR conflict in Harrisburg, we may be able to effectively market a rail-truck service in that area for paper moving out of the southeastern United States to the consuming population in the Northeast. The Hagerstown to Harrisburg run is so short that CR has never been interested in it, but the Alabama to Harrisburg route would be attractive to a combined railroad.

For the reasons described, we believe that approval of the application of CSX and Norfolk Southern to acquire Conrail should be approved by the STB.

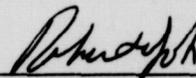
Sincerely,



Robert W. Jones, Jr.
President

VERIFICATION

I, Robert W. Jones Jr., declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on 5/6, 1997.



Robert W. Jones, Jr., President

D.D. Williamson & Co., Inc.
FOOD INGREDIENTS SINCE 1865

May 28, 1997

Mr. Vernon A. Williams, Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street N.W.
Washington, D.C. 20423-001

Dear Mr Williams,

D.D. Williamson supports the acquisition of Conrail by CSX and Norfolk Southern. We believe this proposed merger is positive and if approved will offer better and expanded service opportunities. Conrail was a stumbling block for us and I believe our facility will be able to better compete in the northeast markets as a result of this merger. We have used NS and CSX for many years and have been satisfied with their service. We are confident that they will be able to provide good service on any CR lines which they acquire.

For all the reasons described above, D. D. Williamson & Co., Inc supports the application of NS and CSX to acquire Conrail. We hope this matter will receive early consideration by the Surface Transportation Board and that Congress will not act to block or delay deliberation of this matter.

Thank you for you consideration.

Sincerely,

Anne N. Hampton

Anne N. Hampton

Materials Coordinator

c.c. Ron Ralph, President of D.D. Williamson & Co., Inc. (USA)

I, Anne N. Hampton declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 28, 1997, 1997.



June 2, 1997

Verified Statement of
William E. Crandell
D. G. Agency, L.C.
Finance Docket No. 33388

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, DC 20423-0001

Dear Mr. Williams:

My name is William E. Crandell, and I am Director of Operations for D.G. Agency, L.C., 100 West Plume Street, Norfolk, VA 23510. My duties include responsibility for rail and intermodal transportation requirements for DiGregorio Line, Amazon Line, Kent Lines and Polish Ocean Shipping. The lines we represent offer ocean transportation services from New York to Miami with advance and beyond intermodal service from each of the ports we call.

We currently utilize CSX, Norfolk Southern and Conrail intermodal services for all of the lines we represent throughout the Northeast via the ports of New York, Gloucester City, New Jersey, Chester, Pennsylvania and the Middle Atlantic via the ports of Norfolk, Virginia and Savannah, Georgia.

It is my understanding that CSX and NS intend to file an application to control Conrail, and to divide and operate its routes as part of their existing systems. I also understand that a key element of the NS plan is improved and expanded intermodal (and multimodal) services. Extended NS intermodal service will help to meet our transportation needs throughout the territory now served by Conrail. Opening Conrail markets to service by two rail carriers of comparable size and scope, each with its own tracks and terminals, will offer us the advantages of competitive service and pricing without fragmenting the market and hurting service. For too long, customers which ship or receive product into and out of the Northeast have had the service of only one rail carrier. As is the case when only one company is able to



Mr. Vernon A. Williams
June 2, 1997
Page Two

operate in a particular market, service suffers and the price is non-competitive. While there may have been an historical reason for insulating northeastern railroading from competition, that time is past, and it is time for customers interested in this market to have service by more than one rail carrier which owns its facilities. And, the rail carriers which compete in the Northeast should not be just any rail carriers. They must be carriers which are of comparable size and scope, and provide a competitive service.

In addition to the competitive reasons stated above, my company would welcome the extension of NS service into the northeast. NS's capital investment in its intermodal facilities and service are well known in the industry, as are its strong commitments to growth and service. Further, we have been impressed with NS's commitment to safety, as evidenced by its continued success in winning the Harriman Award.

To summarize, we believe that approval of the application of CSX and NS to acquire Conrail should be approved by the STB.

I, William E. Crandell, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement

Executed on June 2, 1997.

Sincerely,

William E. Crandell
Director of Operations
D.G. Agency, L.C.



VERIFIED STATEMENT OF D.I.F. INC.

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K. Street, N.W.
Washington, D.C. 20423-0001

Subject: CSX CORP. AND CSX TRANSPORTATION INC., NORFOLK SOUTHERN CORP. AND NORFOLK SOUTHERN RAILWAY CO. - CONTROL AND OPERATING LEASE/AGREEMENTS - CONRAIL INC. AND CONSOLIDATED RAIL CORP., STB FINANCE DOCKET NO. 33388.

Dear Mr. Williams,

My name is Ronald K. Sellman, and I am International/Intermodal Manager of D.I.F. Inc. My duties include selection of carriers, rate negotiations and routing for our company. This includes, but is not limited to intermodal connections between the U.S., Canada and Mexico.

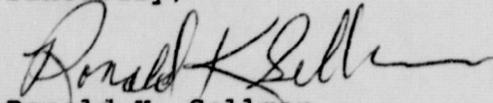
Our company is also involved as a property broker, domestic freight forwarder, logistics company and NVOCC. We currently make use of the SFBN, UP/SP, CP, CSX and NS for movement of import/export steamship containers and rail trailers. during 1996 we moved around 150 units via the services mentioned.

It is my understanding that CSX and NS intend to file an application to control Conrail, and to divide and operate it's routes as part of their existing systems. I also understand that NS plans to expand and improve the intermodal services which is of vital interest to us. We feel that with 2 rail companies handling the existing Conrail market area, will only enhance the service and install much needed competition to insure it's continuance.

We fell that NS is capitalized very well and is willing to make toe necessary investments to insure their competitive existence. We strongly believe that the STB should approve the application of CSX and NS to acquire the Conrail system.

I, Ronald K. Sellman, declare under penalty of perjury that the forgoing is true and correct, Further, I certify that I am qualified and authorized to file this verified statement Executed on 5/28/97.

Sincerely,



Ronald K. Sellman
Int'l/Intermodal Mgr.
D.I.F. Inc.



D.W. Dickey & Son Inc.

P.O. BOX 445 • 1080 ELMWOOD
EAST LIVERPOOL, OHIO 43920
1-800-837-9070 • (216) 385-7930
FAX (216) 385-1248

April 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423

VERIFIED STATEMENT

RE: Proposed CSX/NS/Conrail Transaction
STB Finance Docket No. 33388

Dear Secretary Williams:

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly. We believe that the proposed transaction would be in our best interests, as well as in the interest of our customers because it would produce better service, better equipment utilization, and more competitive rates. With the enhanced CSX and NS systems, we expect more efficient, reliable service. We also expect that with the increased number of single-line destinations, we will be better able to penetrate new and more distant markets.

The proposed transaction would increase rail business for the combined system that would be good for all of the shippers who rely on rail. Further, trucks dominate the nation's freight markets, especially in the East. Because the new systems would create greater efficiency, it would lead to more freight traffic on the rails diverted from truck promoting more long term capital investment and ensuring that rail service would grow into the future.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, Paul L. Boyd, declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 1st day of May, 1997.

Paul L. Boyd
Fertilizer Division Manager
D. W. Dickey & Son, Inc.

06/02/97 MON 14:38 FAX 214 975 4305

D & S PLASTICS

002

D & S PLASTICS

INTERNATIONAL

1201 AVENUE H EAST • GRAND PRAIRIE, TEXAS 75050 • (214) 988-4200 • (800) 527-6486 • FAX: (214) 988-4238
June 2, 1997

Dave Novak
CSX Transportation
900 Water Street
19th Floor
Jacksonville, FL 32202

VERIFIED STATEMENT

Lee Williams on behalf of D&S Plastics, International
Finance Dept #A. 33388
CSX Corporation and CSX Transportation, Inc.
Norfolk Southern Corporation and
Norfolk Southern Railway Corporation
—Control and Operating Lease/Agreements—
Corral Inc. and Consolidated Rail Corporation

My name is Lee Williams. I am Distribution Operations Manager of D&S Plastics, International. I have been with the company for 1 year. On behalf of D&S Plastics, International, please accept my support for the Corral acquisition by CSX and Norfolk Southern.

D&S Plastics, International is a Plastics processor. We are located at 100 South Mitchell Road in Mansfield, TX. We have manufacturing plants, facilities or distribution sites in Mansfield & Grand Prairie, TX; Detroit, MI; Toronto, ON; Atlanta, GA; St. Louis, MO and Nashville, TN.

We ship approximately 90% of our product by rail, constituting 500 carloads per year. The remainder is shipped by truck. We are enthusiastic about the prospects created by the acquisition of Corral by CSX and Norfolk Southern for moving more of our current business by rail. Transportation by truck is significantly more expensive than rail transportation, and it is our preference to ship by rail when the service allows it. The efficiencies created by the merger and the new single-line service offered to many destinations should allow us to reduce our reliance on trucking and lower our costs.

Further, the acquisition will open up new markets in the Midwest and Northeast. Our ability to compete in Northeast has been hampered by the lack of direct access to the market. In many cases, the costs associated with an interchange has made our product uncompetitive. The acquisition will solve this problem by providing single-line service to the area.

Again, please accept the support of D&S Plastics, International for the acquisition of Corral by CSX and Norfolk Southern.

I, Lee Williams, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on 6/2/97

Lee Williams
Lee Williams
D&S Plastics, International



P. O. BOX 1365 • OKEECHOBEE, FLORIDA 34973 • PHONE: (813) 763-0258

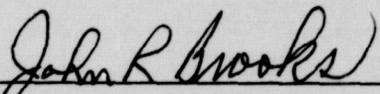
VERIFIED STATEMENT OF
JOHN R. BROOKS
on behalf of
DAIRY FEEDS, INC.
STF Finance Document No. 33388

My name is John R. Brooks. I am Vice President-General Manager of Dairy Feeds, Inc. I am responsible for the purchase and transportation of grain going into our feed mill at Okeechobee, Fl., located on the CSXT. I have been at this capacity for 19 years, and would like to express our support for the proposed division of Conrail's assets. We are hopeful the Board will approve the application of CSXT and NS.

Dairy Feeds, Inc. operate a feed mill to support the dairy farming operations located in South Florida. We feel the division of Conrail's assets between CSXT and NS will greatly help us source grain by having single line service to those elevators now located on Conrail. This increase in market area will help us remain competitive, and cost effective.

I, John R. Brooks, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement.

Executed this 8th day of May, 1997.



John R. Brooks



Dan Carroll Associates, Inc.

May 8, 1997

Vernon A. Williams, Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, DC 20423-0001

Re: *CSX Corporation and CSX Transportation, Inc.; Norfolk Southern Corporation and Norfolk Southern Railway Company -- Control and Operating Leases/Agreements -- Conrail, Inc. and Consolidated Rail Corporation, STB Finance Docket 33388.*

Dear Mr. Williams:

I am Dan Carroll, President of Dan Carroll Associates, Inc. ("DCA"). DCA is a consulting company serving the lime and limestone industry in North America.

DCA firmly supports the Principles of Competition which describe the need for two competing railroads in the Northeast to own their own tracks and facilities. Customers shipping and receiving products in the Northeast have for too long been dependent on the service of only one rail carrier.

There may have been historical justification for insulating Northeastern railroading from competition, but that time has passed and the time has come for customers interested in this market to have the benefit of competing rail carriers.

The NS and CSX proposed purchase of Conrail and division of its assets will greatly enhance competition in the Northeast and for this reason, I support them in this effort.

Sincerely,

Daniel W. Carroll
President

VERIFICATION

I, **DANIEL W. CARROLL**, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement.

Executed May 8, 1997.

Daniel W. Carroll



April 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423

VERIFIED STATEMENT

RE: Proposed CSX/NS/Conrail Transaction
STB Finance Docket No. 33388

Dear Secretary Williams:

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly. We believe that the proposed transaction would be in our best interests, as well as in the interest of our customers because it would produce better service, better equipment utilization, and more competitive rates. With the enhanced CSX and NS systems, we expect more efficient, reliable service. We also expect that with the increased number of single-line destinations, we will be better able to penetrate new and more distant markets.

The proposed transaction would increase rail business for the combined system that would be good for all of the shippers who rely on rail. Further, trucks dominate the nation's freight markets, especially in the East. Because the new systems would create greater efficiency, it would lead to more freight traffic on the rails diverted from truck promoting more long term capital investment and ensuring that rail service would grow into the future.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, Steve Montgomery, declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 28th day of April, 1997.

Steve Montgomery
Warehouse Manager
Dan Henry Dist. Co.

April 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423

VERIFIED STATEMENT

RE: Proposed CSX/NS/Conrail Transaction
STB Finance Docket No. 33388

Dear Secretary Williams:

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly. We believe that the proposed transaction would be in our best interests, as well as in the interest of our customers because it would produce better service, better equipment utilization, and more competitive rates. With the enhanced CSX and NS systems, we expect more efficient, reliable service. We also expect that with the increased number of single-line destinations, we will be better able to penetrate new and more distant markets.

The proposed transaction would increase rail business for the combined system that would be good for all of the shippers who rely on rail. Further, trucks dominate the nation's freight markets, especially in the East. Because the new systems would create greater efficiency, it would lead to more freight traffic on the rails diverted from truck promoting more long term capital investment and ensuring that rail service would grow into the future.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, Dana Petersen, declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 28 day of APRIL, 1997.



Dana Petersen
Dana Railcar

DANIEL COHEN ENTERPRISES, INC.

1000 MAPLE AVENUE



PHONE (513) 896-4547

Mr. Vernon A. Williams
 Secretary
 Surface Transportation Board
 STB Finance Docket No. 33388
 1925 K Street, N.W.
 Washington, DC 20423-0001

RE: CSX Corporation and CSX Transportation, Inc.; Norfolk Southern Corporation and Norfolk Southern Railway Company - Control and Operating Leases-Agreements - Conrail, Inc., and Consolidated Rail Corporation, STB Finance Docket No 33388.

Verified Statement of Jack Cohen

Daniel Cohen Enterprises, Inc.

I am Jack Cohen, President of Daniel Cohen Enterprises. My father has owned the company for fifty years. I oversee all activities that take place at this company.

Daniel Cohen Enterprises is a scrap processing plant with its facility in Hamilton, Ohio.

There is a distinct need for two competing railroads in the Northeast, and I support STB approval of the joint application by which Norfolk Southern and CSX plan to acquire control of Conrail, divide assets and improve to a much greater extent the balance of rail competition in the Northeast.

I, Jack Cohen, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 15, 1997.

Sincerely yours,

Jack Cohen, President
 Daniel Cohen Enterprises



May 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423

VERIFIED STATEMENT

RE: Proposed CSX/NS/Conrail Transaction
STB Finance Docket No. 33388

Dear Secretary Williams:

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly. We believe that the proposed transaction would be in our best interests, as well as in the interest of our customers because it would produce better service, better equipment utilization, and more competitive rates. With the enhanced CSX and NS systems, we expect more efficient, reliable service. We also expect that with the increased number of single-line destinations, we will be better able to penetrate new and more distant markets.

The proposed transaction would increase rail business for the combined system that would be good for all of the shippers who rely on rail. Further, trucks dominate the nation's freight markets, especially in the East. Because the new systems would create greater efficiency, it would lead to more freight traffic on the rails diverted from truck promoting more long term capital investment and ensuring that rail service would grow into the future.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, Mike Pierce declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 8 day of MAY, 1997.

Mike Pierce
President
Darling Builders Supply

Verified Statement of Dale A. Thompson

**Dart Intermodal, Inc.
800 Lone Oak Road
Eagan, Minnesota 55121**

My name is Dale A. Thompson, Vice President of Operations with Dart Intermodal, Inc., 800 Lone Oak Road, Eagan, MN 55121. I have held my position and been employed by Dart Transit Company for 26 years.

My responsibilities include management and direction of truck and intermodal operations, selecting transportation mode and service, negotiating rail contracts, and allocating resources to maximize corporate earnings.

Dart Intermodal ships significant volumes of freight in a trailer-on-flatcar environment between points in the United States. Our primary intermodal markets are identified as Chicago, IL; Dallas, TX; St. Louis, MO; Kansas City, MO; Los Angeles, CA; Memphis, TN; Harrisburg, PA; Philadelphia, PA; New York, NY; and Boston, MA.

We utilize the services of many rail carriers including, but not limited to, the Burlington Northern Santa Fe, the Union/Southern Pacific, Conrail, CSX, and Norfolk Southern.

During 1996, we shipped in excess of 10,000 shipments utilizing rail service.

It is my understanding that CSX and Norfolk Southern intend to make application for the division of Conrail routes, services, and properties.

It is also my understanding that it is the intent to expand and improve intermodal services. These expanded services should assist Dart Intermodal in providing reliable service, expanded service offering, and provide new routes that will be helpful in the expansion of our business.

It is important to us as a transportation supplier that competition exist between the two primary rail carriers serving this market. Further, this territory will benefit from the advantages of two strong, similarly sized carriers maintaining their separate facilities and routes. Both CSX and Norfolk Southern have the equipment, technology, financial strength, and desire to effectively compete in this market.

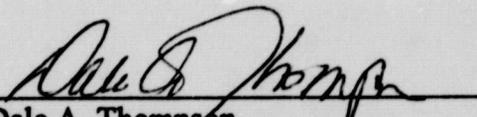
Price and service options are important to us as a partner. Our primary business as a motor carrier puts us in a unique position of being able to evaluate service quality and price to offer our shippers the best value.

To summarize, I believe that approval of the application of CSX and Norfolk Southern to acquire Conrail should be approved by the Surface Transportation Board.

I, Dale A. Thompson, declare under penalty of perjury that the foregoing is true and correct.

I certify that I am authorized and qualified to file this Verified Statement.

May 16, 1997


Dale A. Thompson
Vice President of Operations
Dart Intermodal, Inc.

VERSTAT.DOC

Dave's Delivery Service

*Verified Statement on behalf of
Dave's Delivery Service
Finance Docket No. 33388*

May 27, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, NW
Washington, D.C. 20423-0001

Re: CSX Corporation and CSX Transportation, Inc.; Norfolk Southern Corporation and Norfolk Southern Railway Company - Control and Operating Leases/Agreements - Conrail, Inc. and Consolidated Rail Corporation

Dear Mr. Williams:

My name is David Saba and I am the owner of Dave's Delivery Service, which was established in 1994. Our primary business is engaging in the transportation of automotive components from Western New York businesses to destinations south and west of Buffalo, such as Martinsburg, VA and Pontiac, MI. Intermodal transportation is our speciality and we primarily utilize the Norfolk Southern Buffalo ramp in transporting our customers product.

I can't begin to tell you what this merger and increased Eastern rail competition will do for the intermodal transportation industry in Western New York and my business personally. As a result I would like to express my unconditional support of Norfolk Southern and CSX in their efforts to acquire and divide Conrail.

The lack of rail competition in the Northeast is evidenced by my personal loss of over \$300,000 in revenues as a result of a local automotive components suppliers decision to move product by road verses rail due to the high uncompetitive cost of moving product by rail. Had we seen competitive rail services or single line services in operation, there is no doubt that the cost structure to transport by rail would have been dramatically lower than what was actually experienced and the service dramatically improved. There may have been historical reasons for isolating the Northeast from railroad competition, but that is in the past and, as in all businesses, it is time to change. Railroads must be in a position to provide lower pricing and increased service if they are going to effectively compete in the transportation industry today.

There is no doubt that growth in the intermodal industry will be advantageous to my business - it's my livelihood. Providing rail competition in the Northeast, particularly from two competitors which have strong rail systems and are dedicated to the industry they serve, should promote the growth of intermodal traffic, in turn growing my intermodal supplier business. I can't speak highly enough of Norfolk Southern's commitment to maintaining some of the finest rail facilities I have seen, particularly the Buffalo ramp, where Norfolk has made significant capital investments over recent years. Furthermore, I have been impressed with Norfolk's commitment to growth and safety.

To summarize, I believe that approval of the application of Norfolk Southern and CSX to acquire Conrail should be approved by the Surface Transportation Board. I can assure you that this is one of the few positive things taking place in the transportation industry and Western New York. With the Surface Transportation Board's approval we will have much to look forward to in this region.

I, David Saba, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 27, 1997.

Sincerely,



David D. Saba
Owner
Dave's Delivery Service

My name is Thomas F. Pellington. I am Director of Transportation for The David J. Joseph Company (DJJ), headquartered at 300 Pike Street, Cincinnati, Ohio 45202. I have over 22 years of transportation experience, the last 19 years with DJJ. I am responsible for transportation policy matters and all the logistic functions of the Ferrous Division. I am authorized by my Company to submit this verified statement.

The David J. Joseph Company is one of the largest ferrous scrap brokers and processors in the United States. With 14 domestic and international trading offices, 8 processing plants and 7 additional plants under joint venture as well as 7 mill service operations, DJJ ships over 100,000 railcars per year with an annual freight bill in excess of \$120 million. The Company also has a Nonferrous Division and Transportation Services Division, which operates the largest private gondola fleet in the scrap industry, with over 2,400 open-top gondolas in service.

Our customer base includes shippers from the automotive industry, other industrial metal working fabricators, the railroad industry and scrap recycling industry. Our consumers are the steel mill industry, both electric arc and integrated producers, as well as the steel and iron foundry industry.

As a trading company, DJJ knows how important competition is to its business. Rail transportation options in the 1990's leave shippers with fewer choices due to the consolidations out west, and now in the east. However, the proposed transaction by CSX and Norfolk Southern to acquire control of Conrail and then divide the assets and trackage of Conrail in the manner which has been described to me, and which will be described in the joint application of NS and CSX to control Conrail, can provide enhanced competition for the shipping public provided the Surface Transportation Board addresses these critical matters:

1. Competitive access for customers currently served by two railroads who go to one serving railroad as a result of the proposed transaction.
2. Current reciprocal switching charges between CSX and Norfolk Southern to be maintained or possibly reduced once the division of Conrail's lines and assets are finalized.
3. Equitable handling for those moves which are currently single-line Conrail direct routing and become joint-line routes under the proposed transaction.

If these items are adequately addressed, then DJJ supports the application for the joint acquisition of Conrail by CSX and Norfolk Southern, as the enhanced rail systems will be able to provide:

1. Balanced competition between CSX and Norfolk Southern.
2. Improved equipment utilization.
3. Greater competition with trucks.
4. Greater velocity which should lower costs.
5. Better terminal schedules and more reliable scheduling.

In conclusion, DJJ supports the proposed CSX / Norfolk Southern joint application to acquire Conrail provided the items we outlined above are properly handled. This being the case, we urge the Surface Transportation Board to approve the application promptly.

I, Thomas F. Pellington, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on

June 27, 1997.

Thomas F. Pellington
Thomas F. Pellington

April 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423

VERIFIED STATEMENT

RE: Proposed CSX/NS/Conrail Transaction
STB Finance Docket No. 33388

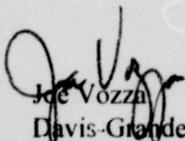
Dear Secretary Williams:

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly. We believe that the proposed transaction would be in our best interests, as well as in the interest of our customers because it would produce better service, better equipment utilization, and more competitive rates. With the enhanced CSX and NS systems, we expect more efficient, reliable service. We also expect that with the increased number of single-line destinations, we will be better able to penetrate new and more distant markets.

The proposed transaction would increase rail business for the combined system that would be good for all of the shippers who rely on rail. Further, trucks dominate the nation's freight markets, especially in the East. Because the new systems would create greater efficiency, it would lead to more freight traffic on the rails diverted from truck promoting more long term capital investment and ensuring that rail service would grow into the future.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, Joe Vozza, declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 28 day of April, 1997.


Joe Vozza
Davis-Grande, Inc.

DAVIS INDUSTRIES, INC.
Metals Recycling

P. O. Box 507
Lorton, Virginia 22199
703-550-7402
Fax 550-5597

May 8, 1997

VERIFIED STATEMENT OF
Ben Ettleman
on behalf of
Davis Industries, Inc.
STS Finance Docket No 33388

I am Benjamin Ettleman, CEO of Davis Industries, Inc. Davis Industries is located in Lorton Virginia. I oversee the day to day operations and transportation requirements of our company. I am writing to express our company's support for the joint application of CSX, NS and Conrail, and our belief that this transaction would be beneficial.

Davis Industries processed scrap metals and ships it to our customers, who are steel mills located in Virginia and the Carolinas. We handle approximately 1100 carloads of scrap steel annually via CSX.

We believe that the division of Conrail's assets between CSX and NS would allow us to expand and extend our market reach in the Northeast. In particular, this transaction would bring us new access to some of the Conrail-served steel customers in this region.

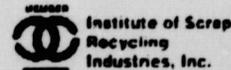
In our business, consistent and reliable rail transportation is crucial to our logistics management. Although CSX has the best supply of gondola cars among the railroads, the scrap metal industry is notorious for equipment shortages. The proposed transaction would increase the equipment supply available for our shipments, thereby enhancing the consistency of our transit times.

For these reasons, Davis Industries urges the Board to approve the joint applications of CSX, NS and Conrail.

I, Benjamin Ettleman, declare under penalty of perjury the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed this 8th day of May, 1997

Benjamin Ettleman
Benjamin Ettleman

Shipping Address: 9920 Richmond Highway
Lorton, Virginia 22079



Printed on 100% Recycled Paper

April 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423

VERIFIED STATEMENT

RE: Proposed CSX/NS/Conrail Transaction
STB Finance Docket No. 33388

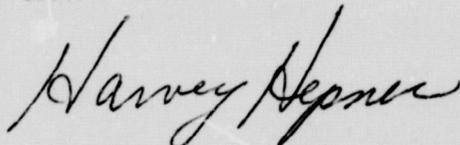
Dear Secretary Williams:

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly. We believe that the proposed transaction would be in our best interests, as well as in the interest of our customers because it would produce better service, better equipment utilization, and more competitive rates. With the enhanced CSX and NS systems, we expect more efficient, reliable service. We also expect that with the increased number of single-line destinations, we will be better able to penetrate new and more distant markets.

The proposed transaction would increase rail business for the combined system that would be good for all of the shippers who rely on rail. Further, trucks dominate the nation's freight markets, especially in the East. Because the new systems would create greater efficiency, it would lead to more freight traffic on the rails diverted from truck promoting more long term capital investment and ensuring that rail service would grow into the future.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, Harvey Hepner, declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 28 day of APRIL, 1997.



Harvey Hepner
Purchasing Manager
Dayton



DEAL RITE FEEDS INC.



109 ANNA DRIVE
STATESVILLE NC 28677
TELEPHONE (704) 873-8646

May 5, 1997

BEST DEAL IN FEEDS

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket #33388
1925 K Street, NW
Washington, D.C. 20423-0001

RE: CSX Corporation and CSX Transportation Incorporated; Norfolk Southern Corporation and Norfolk Southern Railway Company - Control and Operating Leases/Agreements; Conrail Incorporated and Consolidated Rail Corporations, STB Finance Docket No. 33388

Dear Mr. Williams:

My name is Ronald Deal, and I am President of Deal-Rite Feeds, Incorporated. I have held my present position for eight (8) years. One of my duties includes the purchase and arrangement of transportation for incoming raw materials. These raw materials are used in the manufacturing of livestock feeds. Approximately 60% of these raw materials are received by rail. Deal-Rite Feed's facility is located in Statesville, NC and is serviced by the Alexander Railroad Company, a short line supplied by Norfolk Southern service. A large percentage of our shipment originate in Ohio and Indiana.

We support the proposed acquisition by Norfolk Southern and CSX of Conrail. Since our facility is located on the lines of Norfolk Southern, we would welcome the benefit of increased market access for single-line rail transportation. In the past, these markets have been inaccessible from a competitive standpoint when serviced by a joint line service. We have used Norfolk Southern for several years and have been satisfied with their service. We are confident they would be able to provide good service on any Conrail lines which they acquire.

For all the reasons described above, I support the application of Norfolk Southern and CSX to acquire Conrail.

I, Ronald Deal, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on this 5th Day of May 1997.

Sincerely,

Ronald Deal

Ronald Deal, President
Deal-Rite Feeds, Incorporated



THE PRICELESS INGREDIENTS IN EVERY PRODUCT IS THE HONOR
& INTEGRITY OF THE PERSON WHO MAKES IT !

25





The Margarine People

Dean Foods Company, P.O. Box 817, Sandston, VA. 23150 · (804) 737-8272

INCREASE COMPETITION IN THE NORTHEAST
VERIFIED STATEMENT OF SCOT JANSEN

Dean Foods Company

MAY 5, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket # 33388
1925 K Street, N.W.
Washington, D.C. 20423-0001

Dear Mr. Williams:

My name is Scot W. Jansen, and I am Corporate Traffic Manager of Dean Foods Company . I have held my present position for nine years. I have traffic management oversight responsibilities for Dean Foods . Dean Foods receives refined vegetable oil by rail. Any change in current rail ownership in the northeast will have an effect on our competitive situation.

Dean Foods Company is involved in the manufacturing of margarine.

We support the approval of the transaction by which CSX and Norfolk Southern will acquire control of Conrail which we understand will be described in the joint application of CSX and Norfolk Southern to control Conrail. There is a distinct need for two competing railroads in the Northeast which own their own track and facilities.

For too long, customers who ship or receive products into and out of the Northeast have had the service of only one rail carrier. And as is the case when only one company is able to operate in a particular market, service may suffer and the price is many times non-competitive. While there may have been an historical reason for insulating northeastern railroading from competition in the past, it is time for customers interested in this market to have service by more than one rail carrier which owns its facilities. These rail carriers must be comparable in terms of their size, scope, and ability to provide a competitive service.



page 2

The Margarine People

Dean Foods Company, P.O. Box 817, Sandston, VA. 23150 · (804) 737-8272

From what I understand of railroad operations, I believe that in the 1990's two carriers of relatively equal size and scope provide the greatest opportunities for seamless service, efficient equipment utilization and competitive pricing. In addition, we are looking forward to experiencing not only the change from being served by one rail carrier increasing to two, but also the greatly expanded market reach which single line service by Norfolk Southern and CSX will offer. An extensive addition of single line rail service will allow us to provide increased market penetration to areas in which we have been unable to compete adequately.

To summarize, we believe that approval of the joint application of Norfolk Southern and CSX to acquire Conrail should be approved by the STB.

I Scot Jansen, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May, 5, 1997.a

Sincerely

A handwritten signature in cursive script that reads "Scot W. Jansen".

Scot W. Jansen
Corporate Traffic Manager
Dean Foods Company



6837 Wyoming Avenue / Dearborn, Michigan 48126-2346

Administrative - (313) 581-2645 Fax: (313) 584-1762 — **Plant** - (313) 584-2288 Fax: (313) 584-8985
May 26, 1997

Mr. Joseph F. Giuliano
Norfolk Southern Corporation
1991 Crocker Road, Suite 500
Westlake, Ohio 44145-1993

via facsimile: 216 892-2481

VERIFIED STATEMENT

RE: Proposed CSX/NS/Conrail Transaction -
STB Finance Docket No. 33388

Dear Mr. Giuliano:

My name is Geoffrey M. Eaton. I am the President of Dearborn Steel Center located at 6837 Wyoming, Dearborn, Michigan 48126. As President of the company, I am responsible for coordinating the transportation strategy for Dearborn Steel Center, including the transportation of inbound raw materials as well as outbound product. I opened Dearborn Steel Center in 1986 and am the sole owner. My reason for writing is to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge that the Board approve it promptly.

Dearborn Steel believes that the proposed transaction would be in our best interests, as well as in the interest of our customers. We strongly urge the Board to approve this application for the reasons detailed below:

1. We believe that the joint acquisition of Conrail by CSX and NS would produce better service, better equipment utilization, and more competitive rates. Since both serve steel mills, we would have more efficient single-line service from more steel mills with this proposal. It has been our experience that single-line service is faster, more reliable, and allows for better shipment tracking than joint carrier moves.
2. We also expect that with the increased number of destinations able to be reached in single-line service, we are more likely to be able to move more outbound finished product by rail than we can today, to more distant markets. This benefit is important to Dearborn Steel since it would help us to better service our current customers as well as be instrumental in securing new customers.
3. We are convinced that the joint acquisition of Conrail by CSX and NS will increase rail business for the combined system which would be good for all the shippers who rely on rail. Dearborn Steel is well aware that motor carriers haul most of the nation's freight, and that trucks dominate the freight markets especially in the East. The acquisition of Conrail by CSX and NS will be able to achieve greater efficiency which would return more freight traffic to the rails promoting more long term capital investment and ensuring that rail service will grow into the future. These developments are, and should be important to all rail shippers.

In conclusion, Dearborn Steel Center supports the application of Conrail, CSX and NS and requests that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, Geoffrey M. Eaton, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed this 21st day of May 1997.


Geoffrey M. Eaton
Dearborn Steel Center, Inc.

cc: Mr. Rudy Dowe via facsimile 216-892-2481

DEBERRY LAND & TIMBER

BUYERS OF LAND, TIMBER & PULPWOOD

P.O. BOX 622
TROY, NORTH CAROLINA 27371
OFFICE (919) 572-2698 HOME (919) 439-5553

May 15th, 1997

DANNY V. DEBERRY

Vernon A. Williams
Secretary
Surface Transportation Board
1201 Constitution Ave. N.W.
Washington, D.C. 20423

RE: STB Finance Docket No. 33388, CSX Corporation and CSX Transportation Inc.;
Norfolk Southern Corporation and Norfolk Southern Railway Corporation --
Control and Operating Lease/Agreements -- Conrail Inc. and Consolidated Rail
Corporation

Dear Secretary Williams,

The Montgomery Timber Company requests that the Surface Transportation Board approve the proposed acquisition of Conrail by CSX and Norfolk Southern because it is good for everyone involved.

I am the president of Montgomery Timber, Danny Deberry, and our address is P.O. Box 622, Troy, North Carolina, 27371. We have only been in business about six years, but we are already using 500-600 rail cars a year to ship logs, timber and other wood products. We are customers of CSX, and would like to see the company in an even stronger position to provide service to this region.

This plan is a good one developed through long and I'm sure, at times, difficult deliberations, but the net result should please everyone. Those of us in the Southeast will get more direct single-line service to the Northeast and better connections to western gateways. This means new markets -- new opportunities which, as a young company, is music to our ears.

In fact, we should be able to reach every major market to the North and West to the Mississippi through these new service networks. That puts us in a whole new ballgame.

While prices have been better with rail, efficiency hasn't been as reliable. This plan should change that making rail service much more competitive with trucks -- routing will help that, too. Bigger can be better, and this plan is a good

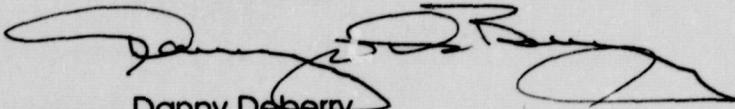
example. Larger car fleets and locomotive strength means fewer hauls -- turning them around quickly and efficiently. And we'll know there will be cars available when we need them.

We understand that a lot is at stake in this decision. Government never likes to move quickly, and that's understandable. But the issues are clear. The commitments by the companies are firm, and certainly there will be many more winners than losers not the least of which is the American consuming public.

We urge you and the other members of the STB approve this plan as soon as the Board can meet. It is real change for the better.

I, Danny Deberry, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed this 15th day of May, 1997.

Sincerely,

A handwritten signature in black ink, appearing to read "Danny Deberry", written in a cursive style.

Danny Deberry
President



DECRESCENTE
DISTRIBUTING CO., INC.

211 N. MAIN ST., P.O. BOX 231
MECHANICVILLE, N.Y. 12118

(519) 664 - 9866
FAX (518) 664-8259

May 15, 1997

Mr. Vernon A. Williams, Secretary
Surface Transportation Board
STB Finance Docket # 33388
1925 K Street, N.W.
Washington, D.C. 20423-0001

Dear Mr. Williams:

This is a verified statement of DeCrescente Distributing Company Incorporated.

My name is Craig N. Meinhardt and I have been an inventory analyst for DeCrescente Distributing Co., Inc. for the last three years. DeCrescente Distributing Co., Inc. is a wholesale beverage distributor located in Mechanicville, New York, which services customers covering thirteen counties in Upstate New York. My specific responsibilities include ordering, and monitoring the transportation and flow of all products into our facility.

Most of the product we receive by rail comes from the Miller Brewing Company Brewery in Eden, North Carolina. In 1996 alone we ordered and received approximately eighty rail cars of product from this origin, all serviced by the Norfolk Southern Railroad. We do not receive this product directly because we are not set up for rail service, but an organization named Saratoga Warehouse Associates, located in Saratoga Springs, NY provides this service for us and we work together in monitoring these shipments.

In our opinion, Norfolk Southern Railroad and their employees have provided top level service to our organization. From on time delivery of our rail shipments to excellent customer service, our relationship with Norfolk Southern Railroad exemplifies the ideal business relationship. Our account representative, Gary Boyd, has provided a level of service rarely found these days.

The intent of this letter is to support approval of the transaction that will allow CSX and Norfolk Southern to acquire Conrail and subsequently divide its assets. As a user of rail service and a benefactor of the advantages it provides, we feel that the access to single-line rail transportation as Norfolk Southern proposes; would increase the high level of service we have come to expect from Norfolk Southern.

May 15, 1997

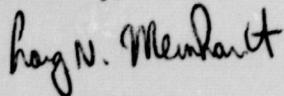
Since the facility where our product is received is located on the lines of Norfolk Southern, we would welcome the benefit of increased market access for single-line rail transportation.

We have used Norfolk Southern for several years and have been very satisfied with their service. If the acquisition of Conrail is approved we suspect the level of service will only increase to our benefit.

For all the reasons described above, I support the application of Norfolk Southern and CSX to acquire Conrail.

I, Craig N. Meinhardt, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement, executed on May the Fifteenth, Nineteen Hundred Ninety Seven.

Sincerely,



Craig N. Meinhardt

CNM/kp

DEERE & COMPANY

EXPORT ORDER DEPARTMENT, 400 - 19TH STREET, MOLINE, ILLINOIS 61265-1389 U.S.A.



12 May 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1926 K Street, N.W.
Washington, D.C. 20423-0001

Subject: CSX Corporation and CSX Transportation, Inc. : Norfolk Southern Corporation and Norfolk Southern Railway Company - Control and Operating Leases/Agreements - Conrail Inc. And Consolidated Rail Corporation, STB Finance Docket No. 33388.

My name is E.F. (Gene) Standaert. I am the Transportation Manager of the Export Order Department. My business address is 400-19th Street Moline, IL 61625. My responsibilities include planning for rail service, negotiation of rail contracts and arranging for carload shipments. I have worked in the transportation field for 30 years.

We have followed the Conrail story over the last several months with great interest. The solution which NS and CSX have presented to the question of "who gets Conrail" appears to be fair and equitable. Initially, we were concerned that our industry would, in essence, lose the services of a rail carrier when CSX was to acquire all of Conrail.

However, since NS will acquire equal access to the portion of Conrail that serves a facility we deliver to, we will continue to have competitive rail service. Competitive rail service is important for Deere & Company. We must compete on a global basis. Our competition looks for cost's savings both domestically and internationally and since transportation costs are a big part of our product cost, we feel this competition is healthy.

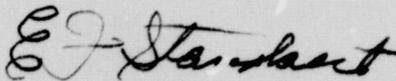
DEERE & COMPANY

We ask the Surface Transportation Board approve the application of NS and CSX to acquire Conrail.

I, E.F. Standaert, declare under penalty of perjury that the foregoing is true and correct.

Further, I certify that I am qualified and authorized to file this verified statement.

Sincerely,



E. F. Standaert
Transportation Manager, EOD
Deere & Company



May 7, 1997

VERIFIED STATEMENT OF
DEL-COOK LUMBER COMPANY

FINANCE DOCKET NO. 33388

SUBJECT: CSX CORPORATION AND CSX TRANSPORTATION, INC.;
NORFOLK SOUTHERN CORPORATION AND NORFOLK SOUTHERN RAILWAY
COMPANY -- CONTROL AND OPERATING LEASES/AGREEMENTS --
CONRAIL, INC. AND CONSOLIDATED RAIL CORPORATION, STB FINANCE
DOCKET NO. 33388.

MR. VERNON A. WILLIAMS
SECRETARY
SURFACE TRANSPORTATION BOARD
STB FINANCE DOCKET NO. 33388
1925 K. STREET N.W.
WASHINGTON, D. C. 20423-0001

MY NAME IS DAVID SORRELL, AND I AM SALES MANAGER OF
DEL-COOK LUMBER COMPANY. I HAVE HELD MY PRESENT POSITION FOR
A YEAR. MY DUTIES INCLUDE SELLING FINISHED LUMBER, BOTH
BRIGHT AND PRESSURE TREATED, ALSO MAKING SURE THE PLANER MILLS
ARE RUNNING MATERIAL I NEED. I THEN HAVE TO HAVE THE LUMBER
PRESSURE TREATED IF THE CUSTOMER SO DESIRES. PART OF MY JOB
IS TO ARRANGE FOR SHIPMENT OF THIS LUMBER, WHETHER BY DEL-
COOK TRUCKS, OUTSIDE TRUCKS, OR RAIL CARS.

DEL-COOK LUMBER COMPANY IS A LUMBER MANUFACTURING COMPANY.
WE HAVE FACILITIES LOCATED AT ADEL (JAROY) GA, AND METCALFE
(THOMASVILLE) GA. THESE FACILITIES ARE PRESENTLY SERVED BY
NS AND CSXT.

WE SUPPORT APPROVAL OF THE TRANSACTION WHICH WILL ALLOW CST
AND NORFOLK SOUTHERN TO ACQUIRE CONRAIL AND SUBSEQUENTLY
DIVIDE ITS ASSETS. SINCE OUR FACILITY IS LOCATED ON THE LINES
OF NS & CSXT, WE WOULD WELCOME THE BENEFIT OF INCREASED MARKET
ACCESS FOR SINGLE-LINE RAIL TRANSPORTATION. JOINT LINE RAIL
INTO AND OUT OF THE NORTHEAST HAS TENDED TO INHIBIT OUR
ABILITY TO MOVE THIS TRAFFIC, AND THE SINGLE-LINE SERVICE
WHICH NS & CSXT PROPOSES WOULD BE OF BENEFIT TO US. WITH
SINGLE LINE SERVICE, I BELIEVE OUR FACILITY WOULD BE ABLE TO
COMPETE IN THESE MARKETS WITH OTHER COMPANIES ENJOYING SINGLE
LINE SERVICE INTO THE NORTHEAST. WE HAVE USED NS FOR SEVERAL
YEARS AND HAVE BEEN SATISFIED WITH THEIR SERVICE. WE ARE
CONFIDENT THAT THEY WOULD BE ABLE TO PROVIDE GOOD SERVICE ON
ANY LINES WHICH THEY ACQUIRE.

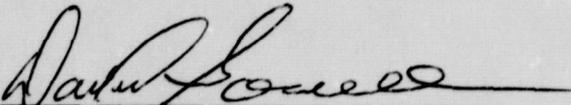
MAY 7, 1997
MR. VERNON A. WILLIAMS
PAGE 2

FOR ALL THE REASONS DESCRIBED, I SUPPORT THE APPLICATION OF
OF NS AND CSX TO ACQUIRE CONRAIL.

I, DAVID SORRELL, DECLARE UNDER PENALTY OF PERJURY THAT THE
FOREGOING IS TRUE AND CORRECT. FURTHER, I CERTIFY THAT I AM
QUALIFIED AND AUTHORIZED TO FILE THIS VERIFIED STATEMENT.
EXECUTED ON MAY 7, 1997.

SINCERELY,

DEL-COOK LUMBER COMPANY



DAVID SORRELL

U.S.
CUSTOMS
BONDED

U.S.D.A.
EST
1-111



DELAWARE AVENUE DISTRIBUTION CENTER, INC.

2204 South Delaware Avenue
Philadelphia, Pennsylvania 19148

Telephone (215) 755 - 8771
Fax (215) 755 - 8773

April 28, 1997

The Honorable Linda Morgan, Chairwoman
The Surface Transportation Board
1201 Constitution Avenue, N.W.
Washington DC 20423

Dear Chairwoman Morgan:

Re: Anthony Nardella on behalf
of Delaware Avenue Distribution Center, Inc.
Finance Docket No. 33388
CSX Corporation and CSX Transportation, Inc.
Norfolk Southern Corporation and
Norfolk Southern Railway Corporation
-Control and Operating Lease/Agreements-
Conrail Inc. and Consolidated Rail Corporation

My name is Anthony Nardella. I am President of Delaware Avenue Distribution Center, Inc. I have been with the company for three years. On behalf of Delaware Avenue Distribution Center, Inc., please accept my support for the Conrail acquisition by CSX and Norfolk Southern.

Delaware Avenue Distribution Center, Inc. is a public warehouse/transfer station and common carrier. We are located at 2204 South Delaware Avenue, Philadelphia, Pennsylvania 19148.

We received approximately one-per cent of our product by rail, constituting twenty carloads per year. The remainder is shipped by truck. We are enthusiastic about the prospects created by the acquisition of Conrail by CSX and Norfolk Southern for moving more of our current business by rail. Transportation by truck is significantly more expensive than rail transportation, and it is our preference to receive by rail when the service allows it. The efficiencies created by the merger and the new single-line service offered to many destinations should allow us to reduce our reliance on trucking and lower our service costs.

Further, the acquisition will open up new markets in the mid-west and far west regions. Our ability to compete for mid-west and far west originating shipments has been hampered by the lack of direct access to us. In many cases, the costs associated with an interchange has made our services uncompetitive. The acquisition will solve this problem by providing single-line service to the area.

Again, please accept the support of Delaware Avenue Distribution Center, Inc. for the acquisition of Conrail by CSX and Norfolk Southern.

I, Anthony Nardella, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement.

Executed on April 28, 1997.

Very truly yours,

DELAWARE AVENUE DISTRIBUTION CENTER, INC.


Anthony Nardella, President

037

EUGENE F. CALLAGHAN
PRESIDENT

MARGARET M. HINTON
VICE PRESIDENT

CHARLES J. SCHAUER
SECRETARY-TREASURER

TELEPHONE FAX
(302) 994-0948 (302) 994-6359



DELAWARE BRICK

Distributors of Colonial Moulded and Extruded Wire-Cut Brick

1114 CENTERVILLE ROAD, WILMINGTON, DELAWARE 19804

May 22ND, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, N.W.
Washington, D.C. 20423

VERIFIED STATEMENT

Re: Proposed CSX/NS/Conrail Transportation:
Finance Docket No. 33388

Dear Secretary Williams:

My name is Charlie Schauer, and I serve as the Secretary Treasurer of Delaware Brick, a building materials distributor in Wilmington, Delaware. We have been in the distributing business for 50 years, and I oversee purchasing and the coordination of inventory.

I am writing on behalf of Delaware Brick to tell you of our strong support for the proposed joint acquisition of Conrail by CSX and NS. Our company uses over ~~a thousand~~ rail cars a year in servicing our customers. We ^{ONE HUNDRED} contract the majority of those cars with CSX so we have had first-hand experience in dealing with this railroad, and because of that positive experience and a number of other substantive reasons, we believe that this proposed transaction is in everyone's best interest.

For us, the proposed transaction will have a number of benefits. First and foremost, the increased availability of single-line service the expanded CSX system can provide will give us more direct and more efficient routing saving us money as well as time -- both important to the financial outcome of any business.

Second, by coordinating interchanges and terminals, we expect to see less congestion at gateways -- a problem in the past -- as well as better availability of cars through improved coordination.

May 14, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
12th & Constitution Ave., N.W.
Washington, D.C. 20423

RE: STB Finance Docket No. 33388, CSX Corporation and CSX Transportation Inc.; Norfolk Southern Corporation and Norfolk Southern Railway Corporation - Control and Operating Lease/Agreements - Conrail Inc. and Consolidated Rail Corporation

Dear Secretary Williams:

My name is George Benton. I am the Administrative Buyer for Delight Products in Springfield, Tennessee, and I am writing to you on behalf of my company in support of the proposed acquisition of Conrail by CSX and Norfolk Southern.

Delight Products manufactures dry pet food. We have been in business for 34 years, and we transport up to 20 million pounds of product and materials every year. CSX is our primary rail carrier, but we also rely heavily on truck transportation.

It is part of my job to figure out ways to increase our company's market reach, and to operate our business as efficiently and smartly as we can. The proposed acquisition of Conrail by CSX and Norfolk Southern would help me do these things, by providing better and more competitive rail service.

The proposed acquisition of Conrail will create two well-balanced and competitive rail systems in the eastern US. These two new rail systems in turn will be able to provide their customers with better, faster, more reliable service; more efficient service; and service to a broader array of markets.

What I think the most important benefit of this acquisition will be, however, is the ability of these two new rail networks to mount a real challenge to the trucking industry. Trucking now makes up 86 percent of the freight transport in the eastern United States. 86 percent. The improvement of rail service -- especially the availability of more single-line service -- will enhance the competitive position of the rail industry, and will give them a better chance to take on trucking's domination of the eastern freight markets.

The reason trucking is so dominant is because it provides flexible point-to-point service. A more competitive rail industry will be able to provide the same. Rail transport is also

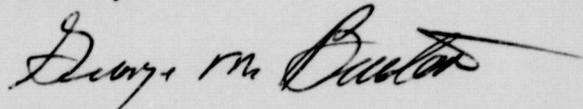
three times more energy efficient than trucks, and less harmful to the environment. Less reliance on trucking would also help to ease traffic congestion on busy interstates and highways.

The merging and consolidating of railroads that has taken place in the US since 1980 has led to more efficient and more competitive service for rail customers. This proposed acquisition of Conrail will lead to faster rail service, more direct rail service, more efficient rail service, and -- most important -- more competitive rail service. On behalf of Delight Products, I offer my strong support for this acquisition, and I urge the STB to approve this application.

I, George Benton, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement.

Executed this 14th day of May, 1997.

Sincerely,

A handwritten signature in cursive script that reads "George M. Benton". The signature is written in dark ink and includes a long, sweeping horizontal line extending to the right.

George Benton



772 Marion Road • Columbus, Ohio 43207 • 614/444-1177

RE: CSX Corporation and CSX Transportation Inc.; Norfolk Southern Corporation and Norfolk Southern Railway Company -- Control and Operating Leases/Agreements -- Conrail, Inc. and Consolidated Rail Corporation, STB Finance Docket # 33388

VERIFIED STATEMENT OF
DeLille Oxygen Company
772 MARION RD.
COLUMBUS, OH 43207
FINANCE DOCKET # 33388

Mr. Vernon A Williams
Secretary Surface Transportation Board
STB Finance Docket # 33388
1925 K Street, N.W.
Washington, D.C. 20423-0001

Dear Mr. Williams:

My name is James F. O'Conner and I am the president of DeLille Oxygen Company. I have been with DeLille for 35 years. My duties include overseeing the distribution of goods to and from our different branch operations.

My company is a distributor of compressed gasses and welding supplies. We work with NS in Columbus, OH.

Based on our experience in providing the services described above and working with NS, we would like to express our support of Norfolk Southern and CSX in their efforts to acquire Conrail, and then divide the Conrail system. There is a need for competition in the territory served by Conrail, and for two competing railroads in the Northeast which own their own track and facilities. For too long, customers which ship or receive product into and out of the Northeast have had the service of only one rail carrier. And as is the case when only one company is able to operate in a particular market, service suffers and the price is noncompetitive. While there may have been an historical reason for insulating railroading from competition, that time is past, and it is time for customers to have service by more than one rail carrier which owns its facilities. And, the rail carriers which will compete in the Northeast should not be just any rail carriers. They must be carriers which are of comparable size and scope, and provide a

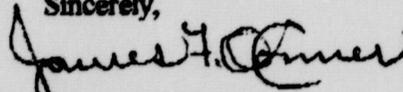
competitive service. If you allow competition to improve service and reduce costs, all goods that are transported become less expensive and more cost competitive inside and outside the US.

Growth in the inter modal industry will benefit all Americans by reducing the cost of transportation of all goods. NS's capital investment in its inter modal facilities and service are well known in the industry, as are its strong commitments to growth and service. Further, we have been impressed with NS's commitment to safety, as evidenced by its continued success in winning the Harriman Award.

To summarize, I believe that approval of the application of NS and CSX to acquire Conrail should be approved by the STB.

I, James F. O'Conner declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement.
Executed on May 28, 1997

Sincerely,



James F. O'Conner
President
DeLille Oxygen Company



DELMARVA
INCORPORATED
CHEMICALS

VERIFIED STATEMENT

John F. Pilling, Jr. on behalf of
Delmarva Chemicals, Inc. a Division of GFI LP
Finance Docket No. 33388
CSX Corporation and CSX Transportation, Inc.
Norfolk Southern Corporation and
Norfolk Southern Railway Corporation
-Control and Operating Lease/Agreements-
Conrail Inc. and Consolidated Rail Corporation

My name is John F. Pilling, Jr. I am the Manager, Logistics & Regulatory of Delmarva Chemicals. I have been with the company for almost five years. On behalf of Delmarva, please accept my support for the Conrail acquisition by CSX and Norfolk Southern.

Delmarva is a chemical distributor. We are located at 1149 Skippack Pike in Blue Bell, PA 19422. We have distribution points in Boston, Bayonne, Philadelphia, Baltimore, Richmond, Wilmington (NC), Charlotte, Winston-Salem, Savannah, Augusta, Birmingham, and Greer (SC). In addition we arrange for shipments out of plants in Niagara Falls, Baton Rouge, Gramercy, Louisville, Dover (OH), and Formosa (TX).

We ship, or arrange for the shipment of approximately 35% of our product by rail, constituting several hundred carloads per year. The remainder is shipped by truck. We are enthusiastic about the prospects created by the acquisition of Conrail by CSX and Norfolk Southern for moving more of our current business by rail when the service allows it. The efficiencies created by the merger and the new single-line service offered to many destinations should allow us to reduce our reliance on trucking and lower our costs.

Further, the acquisition will open up new markets in the South. Our ability to compete in the South has been hampered by the lack of direct access to the market. In many cases, the costs associated with an interchange has made our product uncompetitive. The acquisition will solve this problem by providing single-line service to the area.

Again, please accept the support of Delmarva for the acquisition of Conrail by CSX and Norfolk Southern.

I, John F. Pilling Jr., declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on April 23, 1997.

John F. Pilling, Jr.
Delmarva Chemicals, Inc.



D. TATE RICH
VICE-PRESIDENT

DELTA COALS, INC.
615-352-5484

May 15, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, NW
Washington, D.C. 20423-0001

Re: CSX CORPORATION AND CSXT TRANSPORTATION, INC.: NORFOLK SOUTHERN CORPORATION
and NORFOLK SOUTHERN RAILWAY COMPANY - Control and Operating Leases/Agreements - Conrail,
Inc. and Consolidated Rail Corporation, STB Finance Docket No. 33388

Verified Statement
on behalf of
Delta Coals, Inc.

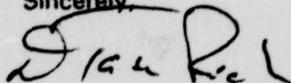
My name is Tate Rich, and I am Vice-President of Delta Coals, Inc., which is located in Nashville, Tennessee. We ship coal from Steer Branch, Virginia and Critical Fork, Virginia to various industrial and utility customers located in the eastern United States. These two origins are served by Norfolk Southern Railway.

I wrote you in February stating that I was in favor of and supported Norfolk Southern's bid to acquire Conrail. We supported this proposal because it would result in two comparable sized Class I railroads serving the eastern United States. This would enhance competition, improve service and help keep rates at reasonable levels. We also favored Norfolk Southern's bid because it would give us the opportunity to expand our market reach.

I now understand that Norfolk Southern and CSXT have developed a new plan which would involve joint acquisition of Conrail and an eventual division of Conrail assets and tracks. We support this plan because it also results in two equal sized railroads and should enhance competition. I, therefore, urge the STB to approve this plan.

I, D. Tate Rich, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 15, 1997.

Sincerely,



D. Tate Rich

DTR/mb

f:\wp61\cherie\dtriatb

April 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423

VERIFIED STATEMENT

RE: Proposed CSX/NS/Conrail Transaction
STB Finance Docket No. 33388

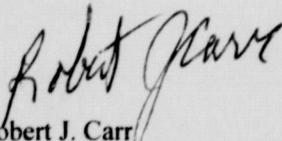
Dear Secretary Williams:

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly. We believe that the proposed transaction would be in our best interests, as well as in the interest of our customers because it would produce better service, better equipment utilization, and more competitive rates. With the enhanced CSX and NS systems, we expect more efficient, reliable service. We also expect that with the increased number of single-line destinations, we will be better able to penetrate new and more distant markets.

The proposed transaction would increase rail business for the combined system that would be good for all of the shippers who rely on rail. Further, trucks dominate the nation's freight markets, especially in the East. Because the new systems would create greater efficiency, it would lead to more freight traffic on the rails diverted from truck promoting more long term capital investment and ensuring that rail service would grow into the future.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, Robert J. Carr, declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 29 day of APRIL, 1997.


Robert J. Carr
Material Control Manager
Delta Resins & Refractories

STB

FD

33388

6-23-97

A

180274V4C

2/12

_____, 1997

Vernon A. Williams, Secretary
Surface Transportation Board
1925 K Street, N.W.
Washington, D.C. 20423

VERIFIED STATEMENT

Re: Proposed CSX/NS/Conrail Transaction:
Finance Docket No. 33388

Dear Secretary Williams:

My name is Charles Schulmeyer, I am the Plant Superintendent of the Delta Steel Corporation in Harrison, Ohio. My company has been in business for 31 years. I am responsible for supervision of all plant activity, including ingoing and outgoing shipments. I am writing on behalf of my company to offer our support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Surface Transportation Board to approve it as soon as possible.

Delta Steel specializes in the fabrication of reinforced steel for construction. The annual volume that we receive by rail amounts to approximately 20,000 tons. The rail companies we rely on are CSX and LNN. We also use trucks to meet our inventory needs.

Delta Steel is located at the end of a rail spur. We believe that improved frequency of service would be of great benefit to our business. We fully expect that the expansion of CSX's system will improve service frequency.

1. By creating more single-service line opportunities, the expanded CSX system should cut down sharply on the costs of delays due to interchange, resulting in greater frequency of service.

Vernon A. Williams, Secretary
_____, 1997

Page 2

2. The expansion of the CSX system should also increase frequency of service through more direct and efficient routing.

3. We expect the transaction to promote increased equipment availability and better utilization of cars and locomotives. This too should make it easier for the expanded CSX system to increase the frequency of its service to Delta Steel.

In sum, Delta Steel supports the CSX/NS/Conrail application and requests the Board to approve it as expeditiously as possible.

I, Charles Schulmeyer, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed this 22 day of May, 1997.

Charles Schulmeyer, Jr.

Charles Schulmeyer, Jr.
Plant Superintendent



DEN-EL Transfer, Inc.

3100 Mertens Avenue • Baltimore, Maryland 21224

Telephone: (410) 342-1562 Fax: (410) 276-5368

May 27, 1997

VERIFIED STATEMENT OF
DEN-EL TRANSFER, INCORPORATED
FINANCE DOCKET NUMBER 33388

Mr. Vernon A. Williams, Secretary
Surface Transportation Board
STB Finance Docket # 33388
1925 K Street, N.W.
Washington, D.C. 20423-0001

Dear Mr. Williams:

My name is Donna Miedusiewski and I am President of Den-El Transfer, Inc. with our principal business at 3100 Mertens Avenue, Baltimore, MD 21224. I have owned and operated this Trucking Company for the last 10 years. We are an intermodal carrier covering Maryland and the surrounding 5-state area within 250 miles from our Baltimore terminal.

In addition to our import/export activity through the Baltimore piers we ship traffic through the Conrail and CSX ramps in Baltimore as well as the Norfolk Southern ramp in Alexandria, Virginia.

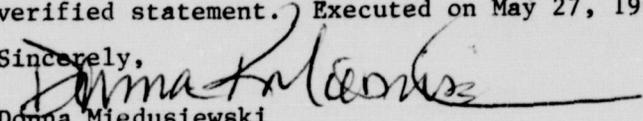
Based on our experience in providing the services described above and working with the various railroads, we would like to express our support of Norfolk Southern and CSX in their efforts to acquire Conrail then divide the CR system. I believe there is a need for competition in the territory serviced by Conrail. Rail carriers operating in the Northeast should be of comparable size and scope to provide a competitive service for all potential intermodal customers in this region.

Growth in the intermodal industry will benefit my Company, and this competition from rail systems should promote the growth of intermodal traffic enhancing my business as an intermodal drayman supplier to these customers.

To summarize, I believe that approval of the application of NS and CSX to acquire Conrail should be approved by the STB.

I, Donna Miedusiewski, declare under penalty of perjury that the foregoing is true and correct. Further, I certify I am qualified and authorized to file this verified statement. Executed on May 27, 1997.

Sincerely,


Donna Miedusiewski
President

DKM/sk

Dennis Kern Contractor

1400 Gest Street
Cincinnati, Ohio 45203

FINANCE DOCKET NO. 33388

513-977-3201

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, D.C. 20423-0001

Dear Mr. Williams;

My name is Dennis Kern, and I am President of Dennis Kern Contractor 1400 Gest Street, Cincinnati Ohio 45203. I have been in business for 19 years as an Intermodal Contractor. My duties include managing the operation of the Norfolk Southern Intermodal Facility at Cincinnati.

Dennis Kern Contractor is an Intermodal Facility Contractor with the duties of loading and unloading freight for the railroad and interfacing with various customers including truck lines, freight consolidators, steamship lines and other railroads. We work with the Norfolk Southern Railroad at Cincinnati Ohio. In addition, we work with other railroads around the nation.

Based upon our experience in providing the services described above and working with various railroads, we would like to express our support of Norfolk Southern and CSX in their efforts to acquire Conrail, and then divide the Conrail system. There is a need for competition in the territory served by Conrail, and for two competing railroads in the Northeast which own their own track and facilities. For too long, customers which ship or receive product into and out of the Northeast have had the service of only one rail carrier. And as is the case when only one company is able to operate in a particular market, service suffers and the price is non-competitive. While there may have been an historical reason for insulating northeastern railroading from competition, that time is past, and it is time for customers interested in this market to have service by more than one rail carrier which owns its facilities. And, the rail carriers which will compete in the Northeast should not be just any rail carriers. They must be carriers which are of comparable size and scope, and provide a competitive service.

Growth in the intermodal industry will benefit my company. Providing rail competition in the Northeast, particularly from two competitors which have strong rail systems in the Southeast, should promote the growth of intermodal traffic, which in turn will enhance my business as a supplier to the intermodal industry. NS's capital investment in its intermodal facilities and service are well known in the industry, as are its strong commitments to growth and service. Further, we have been impressed with NS's commitment to safety, as evidenced by its evidence of continued success in winning the Harriman Award.

Dennis Kern Contractor

1400 Gest Street

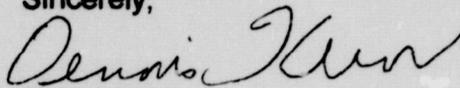
Cincinnati, Ohio 45203

513-977-3201

To summarize, we believe that approval of the application of NS and CSX to acquire Conrail should be approved by the STC.

I, Dennis Kern, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 6, 1997.

Sincerely,



Dennis Kern

P.O. BOX 57
LYONS, ILLINOIS 60534-0057

DENTON Cartage Co. Inc.

The Problem Solving Company

Phone - 708-222-3300

FAX - 708-222-0188

May 19, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, NW
Washington, DC 20423-0001

Dear Mr. Williams:

My name is Lowell D. Denton, and I am Vice President of Denton Cartage Company Inc.. P.O. Box 57, Lyons, Illinois 60534. I have held my present position for over 21 years. My duties include general management of our fleet of 50 company owned semi tractors, numerous chassis etc, 55 drivers, 6 mechanics, 5 dispatchers, and an office staff of 12.

Denton Cartage Company Inc. was founded in 1971 by Lowell E. Denton when intermodal was a relatively new concept. We identified the needs of the intermodal industry and have strived to continue to be a leader in our niche of the market. We own more chassis, tri-axles, lowboys, etc than any other Chicago area trucker. This enables us to better serve the intermodal industry through versatility. We specialize in handling the unusual shipments, solving the problems of oversize and overweight containers. Denton Cartage services all rails in the Chicago area including the N&S. We also work with many railroads in other cities, mainly empty repositionings between the midwest and the east and gulf coasts.

Based upon our experience in providing the services described above and working with various railroads, we would like to express our support of Norfolk Southern and CSX in their efforts to acquire Conrail, and then divide the Conrail system. There is a need for competition in the territory served by Conrail, and for two competing railroads in the Northeast which own their own track and facilities. For too long, customers which ship or receive product into and out of the Northeast have had the service of only one rail carrier. And as is the case when only one company is able to operate in a particular market, service suffers and the price is noncompetitive. While there may have been a historical reason for insulating northeastern railroading from competition, that time is past, and it is time for customers interested in this market to have service by more than one

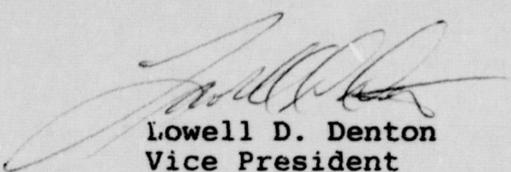
rail carrier which owns its facilities. And, the rail carriers which will compete in the Northeast should not be just any rail carriers. They must be carriers which are of comparable size and scope, and provide a competitive service.

Growth in the intermodal industry will benefit my company. Providing rail competition in the Northeast, particularly from two competitors which have strong rail systems in the Southeast, should promote the growth of intermodal traffic, which in turn will enhance my business as a supplier to the intermodal industry. NS's capital investment in its intermodal facilities and service are well known in the industry, as are its strong commitments to growth and service. Further, we have been impressed with NS's commitment to safety, as evidenced by its evidence of continued success in winning the Harriman Award.

To summarize, we believe that approval of the application of NS and CSX to acquire Conrail should be approved by the STB.

I LOWELL D. DENTON, declare under penalty of perjury that the foregoing is true and correct to the best of my understanding. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 19, 1997.

Sincerely,



Lowell D. Denton
Vice President

LDD/kr

DERRICK LUMBER COMPANY, INC.

P. O. BOX 185 -- 221 DEPOT STREET
LITTLE MOUNTAIN, S. C. 29075

PHONE 945-7480

May 12, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1201 Constitution Ave. N.W.
Washington, D.C. 20423

RE: STB Finance Docket No. 33388, CSX Corporation and CSX Transportation Inc.;
Norfolk Southern Corporation and Norfolk Southern Railway Corporation -- Control
and Operating Lease/Agreements -- Conrail Inc. and Consolidated Rail Corporation

Dear Secretary Williams,

LOUIE E. DERRICK, V.P. & SEC.

My name is ~~Louis Derrick~~. I am Vice President and Secretary of Derrick Lumber, in Little Mountain, South Carolina. My office address is PO Box 185 221 Depot, Little Mountain, SC 29075-0195 I am writing to offer my company's strong support for the CSX and NS application to acquire Conrail. We urge the Board to approve the acquisition expeditiously.

Derrick Lumber, a family business, has been in business for 72 years. We ship approximately 100 tons a week with CSX.

We support the acquisition because we think it will create more direct and efficient routing. It will also offer a larger car fleet, more efficiently utilized equipment and faster service. We believe all that will make the railroads more competitive, improve efficiency and lower costs.

We also support the acquisition because we believe the new network will open new markets and offer growth opportunities for our business.

The breadth of the network, together with improved service and lower costs, will lead to the kind of growth in the railroad business that will benefit us, our customers and all businesses that ship and receive goods by rail.

We urge the Board to approve the acquisition as quickly as possible.

LOUIE C. DERRICK

I, ~~Louis Derrick~~, certify that I am qualified and authorized to file this verified statement.

Executed this 12th day of May, 1997

Louie C. Derrick

~~Louis Derrick~~

LOUIE C. DERRICK

V. P. & SEC.



Norman H. Barthlow
Manager
Fuel Supply

2000 Second Avenue
Detroit, Michigan 48226
(313) 237-8000

May 30, 1997

The Honorable Vernon A. Williams
Office of the Secretary
Case Control Branch
Surface Transportation Board
Attention: STB Finance Docket #33388
12th & Constitution Ave. N.W.
Washington, D.C. 20423

**Verified Statement of Norman H. Barthlow
on behalf of
The Detroit Edison Company**

Dear Mr. Williams:

My name is Norman H. Barthlow and I am Manager of Fuel Supply for The Detroit Edison Company. I have held this position since 1991.

Detroit Edison is an investor-owned utility serving the electricity needs of about two million people, in 7,600 square miles of Southeastern Michigan, including the Detroit metropolitan area. It owns and operates eight coal-fired electric generation stations (combined consumption exceeding 20 million tons) which represents its primary baseload generating capacity. All eight are served by Great Lakes vessels and six are also served by rail. The six rail-served power plants consume in excess of 10 million tons of rail-delivered coal annually. Most of the rail-delivered coal is delivered by Conrail, CSX or C/N and most of this coal originates on the Conrail, CSX or NS railroads.

As a large customer of Conrail, CSX and NS, Detroit Edison has a direct and significant interest in this proceeding before the STB. The decision by the three railroads to divide Conrail between CSX and NS is a marked improvement to either CSX or NS obtaining sole control. Both CSX and NS must be commended for their efforts.

Detroit Edison, after an extensive review of the acquisition results, conditionally supports the proposed division of Conrail. Our reluctance to unconditionally support focuses on the following key issues relative to competition.

1. Allow joint CSX and NS access to all former Conrail coal producers south of Shire Oaks yard. The current proposal will reduce the competition between coal producers in the region.
 - Include Eight-four Mining Company's mine 84 of Washington County, PA in the joint-access plan.

Honorable Vernon A. Williams
May 30, 1997
Page Two

2. Ensure that the Canadian National Railway (CN) remains a viable rail competitor in Southeastern Michigan. CN has played a major role in maintaining competitiveness and performance standards in the area. The final acquisition plan must maintain the catalytic effect of CN's presence.
 - Grant the CN access to the Joint Line south of Detroit. Although the proposal by CSX and NS allows for joint access to Trenton, MI, the route afforded CSX is circuitous adding inefficient time and distance.
 - Maintain a competitive interchange with CN in Toledo, Ohio for final delivery of products into Southeastern Michigan.
 - Maintain commercial neutrality in the Monroe, MI Rail Relocation Project. This project involves the combining of current Conrail and CN tracks in the City of Monroe, MI as a means of reducing highway traffic congestion and disruption.

These concerns are in keeping with the intent of the proposal submitted to establish, enhance and ensure equitable competition in the designated joint line areas.

Therefore, knowing that the management of CSX and NS will apply the same previously demonstrated high levels of integrity and commitment to ensure that the fulfillment of the intent of their proposal, Detroit Edison conditionally supports the acquisition of Conrail by CSX and Norfolk Southern.

Sincerely,



NHB/nh

The Detroit Edison Company
2000 2nd Ave., Detroit, MI 48226-1219

Detroit Edison

May 19, 1997

Mr. Vernon A. Williams, Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, DC 20423-0001

Re: CSX Corporation and CSX Transportation, Inc.; Norfolk Southern Corp.
and Norfolk Southern Railway Company - Control and Operating
Leases/Agreements - Conrail, Inc., and Consolidated Rail Corporation,
STB Finance Docket No. 33388

My name is John J. Oddo, and I am Traffic Manager of Detroit Edison Co. I have held my present position for 16 years. My duties include management of shipping and receiving by all modes of transportation, especially rail. I am responsible for all heavy equipment moves such as transformers and poles.

Detroit Edison is an electric utility with a service territory which includes Detroit and Southeastern Michigan. These facilities are currently served by NS RR, CR and CSXRR. We ship/receive approximately 300 cars per year.

There is a distinct need for two competing railroads in the Northeast, and I support STB approval of the joint application by which Norfolk Southern and CSX plan to acquire control of Conrail, divide assets and improve to a much greater extent the balance of rail competition in the Northeast. I believe we will improve customer service, better transit time and equipment availability.

I, John J. Oddo, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 19, 1997.

Sincerely

A handwritten signature in dark ink that reads "John J. Oddo". The signature is written in a cursive, slightly slanted style.

John J. Oddo
Freight Traffic Manager

DIAMOND EXPORT COMPANY
DIVISION OF FACEMYER LUMBER CO., INC.
P.O. BOX 227
MIDDLEPORT, OHIO 45760

TEL: (614)698-2453

FAX: (614)698-2537

MR. VERNON A. WILLIAMS
SECRETARY
SURFACE TRANSPORTATION BOARD
STB FINANCE DOCKET NO. 33388
1925 K STREET, N.W.
WASHINGTON, DC 20423-0001

RE: CSX CORP. AND CSX TRANSPORTATION, INC.; NORFOLK SOUTHERN CORP. AND
NORFOLK SOUTHERN RAILWAY COMPANY - CONTROL AND OPERATING
LEASES/AGREEMENTS - CONRAIL, INC., AND CONSOLIDATED RAIL CORP., STB
FINANCE DOCKET NO. 33388

VERIFIED STATEMENT OF JAYNE E. HOBBS
DIAMOND EXPORT COMPANY

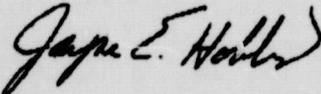
MY NAME IS JAYNE E. HOBBS, AND I AM THE OFFICE MANAGER OF DIAMOND EXPORT
COMPANY. I HAVE HELD MY PRESENT POSITION FOR 6 YEARS. MY DUTIES
INCLUDE TRAFFIC MANAGER.

DIAMOND EXPORT COMPANY IS A EXPORTER OF HARDWOOD VENEER LOGS, AND WE ARE
LOCATED IN ALBANY, OH. WE ARE CURRENTLY SERVED BY CONRAIL AND WE SHIP
APPROXIMATELY 20-50 CARS PER YEAR.

THERE IS A DISTINCT NEED FOR TWO COMPETING RAILROADS IN THE NORTHEAST,
AND I SUPPORT STB APPROVAL OF THE JOINT APPLICATION BY WHICH NORFOLK
SOUTHERN AND CSX PLAN TO ACQUIRE CONTROL OF CONRAIL, DIVIDE ASSETS AND
IMPROVE TO A MUCH GREATER EXTENT THE BALANCE OF RAIL COMPETITION IN THE
NORTHEAST. I FEEL THE MERGER WILL PROVIDE INCREASED MARKET ACCESS AND
IMPROVE EQUIPMENT AVAILABILITY.

I, JAYNE E. HOBBS, DECLARE UNDER PENALTY OF PERJURY THAT THE FOREGOING
IS TRUE AND CORRECT. FURTHER, I CERTIFY THAT I AM QUALIFIED AND
AUTHORIZED TO FILE THIS VERIFIED STATEMENT. EXECUTED ON MAY 15, 1997.

SINCERELY,



JAYNE E. HOBBS, OFFICE MANAGER
DIAMOND EXPORT COMPANY

600 EAST BROAD STREET
DARLINGTON, S.C. 29532
803-393-2803 FAX 803-393-1245
800-737-7125



Verified Statement of **DIAMOND HILL PLYWOOD CO.**

John C. Ramsey

on behalf of

Diamond Hill Plywood Company

STB Finance Docket No. 33388

I am John C. Ramsey, President and CEO of Diamond Hill Plywood Company. Diamond Hill Plywood Company is located in Darlington South Carolina. My responsibilities include the involvement in all phases of the everyday business of running South Carolina's 17th largest privately owned business with about 300 employees at eleven (11) locations in South Carolina, North Carolina, Virginia, Tennessee, and Florida. I am writing to express our company's support for the acquisition of Conrail by CSX and NS.

Diamond Hill Plywood Company, a wholesale Distributor of Building Products receives products into all of our above mentioned locations. We handle approximately 300 carloads and trailers annually via CSX.

In our business, consistent and reliable rail transportation is crucial to our logistics management. The plywood and lumber industry often experiences equipment shortages. The acquisition will increase the equipment supply available for our shipments, there by enhancing the consistency of our transit times.

For these reasons, Diamond Hill Plywood Company urges the Board to approve the joint application of CSX and NS.

I, John C. Ramsey, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement.

Executed this 9th day of May, 1997.

A handwritten signature in cursive script that reads "John C. Ramsey".
John C. Ramsey



DISTRIBUTION CENTERS IN THE SOUTHEAST:
FLORIDA, JACKSONVILLE; NORTH CAROLINA, CHARLOTTE, GREENSBORO, RALEIGH;
SOUTH CAROLINA, DARLINGTON, GREENVILLE; TENNESSEE, KNOXVILLE, NASHVILLE;
VIRGINIA, CHESAPEAKE, RICHMOND

600 EAST BROAD STREET
DARLINGTON, S.C. 29532
803-393-2803 FAX 803-393-1245
800-737-7125



DIAMOND HILL PLYWOOD CO.

Verified Statement of John C. Ramsey
Diamond Hill Plywood Company

My name is John C. Ramsey and I am president and CEO of Diamond Hill Plywood Company. I have held my present position for six years. My duties include the involvement in all phases of the everyday business of running South Carolina's 22nd largest privately owned business with about 300 employees at eleven (11) locations.

Diamond Hill Plywood Company is a wholesale distributor of building products for both the construction and industrial markets and has been for over 50 years. We have facilities located at Greenville, SC, Greensboro, NC, Chesapeake, VA and Knoxville, TN as well as Darlington, SC, Raleigh, NC, Hamlet, NC, Charlotte, NC, Richmond, VA, Nashville, TN, and Jacksonville, FL. These locations are served by Norfolk Southern, SCRF, and CSXT. During 1996, we received over 300 carloads and trailers to all our facilities.

We support approval of the transaction which will allow CSX and Norfolk Southern to acquire Conrail and subsequently divide its assets. Since our facility is located on lines which will belong to NS, we would welcome the benefit of increased market access for single-line rail transportation. Joint line rail service into and out of the Northeast has tended to inhibit our ability to move this traffic, and the single-line service which NS proposes would be of benefit to us. I sincerely believe that the availability of single-line service to a larger network will enable us to grow our business much more effectively that is presently the case.

We have used NS for several years on joint line service in conjunction with Conrail, and have been satisfied with their service. We are confident that they would be able to provide good service on any CR lines which they acquire.

For all the reasons described above, I support the application of NS and CSX to acquire Conrail.

I, John C. Ramsey, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 22, 1997.

Sincerely,

A handwritten signature in cursive script that reads 'John C. Ramsey'. Below the signature, the name and title are printed in a serif font.
John C. Ramsey
President and CEO



DISTRIBUTION CENTERS IN THE SOUTHEAST:
FLORIDA, JACKSONVILLE; NORTH CAROLINA, CHARLOTTE, GREENSBORO, RALEIGH;
SOUTH CAROLINA, DARLINGTON, GREENVILLE; TENNESSEE, KNOXVILLE, NASHVILLE;
VIRGINIA, CHESAPEAKE, RICHMOND

Diamond R

FERTILIZER CO., INC.



P.O. BOX 771137
WINTER GARDEN, FLORIDA 34777-1137
PHONE 407-666-3007

RANCH FERTILIZER DIVISION
710 N.E. 5th AVENUE, OKEECHOBEE, FLORIDA 34972
PHONE 813-783-2138

P.O. BOX 12488
FORT PIERCE, FLORIDA 34979-2488
PHONE 407-484-9300

May 16, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
12th & Constitution Ave., N.W.
Washington, D.C. 20423

FAX		DATE 5/16/97	PAGES 1
TO Eric Johnson		FROM BEB	
CO.		CO. DIAMOND R FERTILIZER CO., INC.	
FAX #		FAX # 813-763-9605	
MESSAGE			

RE: STB Finance Docket No. 33388, CSX Corporation and CSX Transportation Inc.; Norfolk Southern Corporation and Norfolk Southern Railway Corporation Control and Operating Lease/Agreements-Conrail Inc. and Consolidated Rail Corporation

Dear Secretary Williams:

I am writing in support of applications by CSX and Norfolk Southern to acquire Conrail. I urge you to approve and act on it quickly.

This company is the largest producer of complete fertilizer in Florida. We receive in excess of 850 car shipments annually and expect to increase that substantially. I expect that the results of these two carriers operating the system will be better equipment utilization, better service and more competition which should benefit us and our customers.

We are very interested in improved service on bio-solids, which we ship from New York, Boston and Rhode Island. The use of these products is increasing and the distance involved makes dependable service critical.

I appreciate your quick attention to this matter.

Yours truly,

Ben E. Burdeshav
President

BEB/cal

FERTILIZERS



PESTICIDES

Subsidiary of Pioneer Ag-Chem, Inc.

D
T
S

DIAMOND TRAILER SERVICE, INC.

VERIFIED STATEMENT OF
DIAMOND TRAILER SERVICE, INC.
FINANCE DOCKET NO. 33388

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, D.C. 20423-0001

Dear Mr. Williams:

My name is Albert Bayona, and I am Vice President of Diamond Trailer Service, Inc., 9125 N.W. 93rd Street, Medely, Fl. 33166. I have held my present position for 10 years. My duties include direct contact with all our intermodal customers related to Rail, Mobile, Refrigeration and Sales.

Diamond Trailer Service is a vendor offering mechanical repair and inspection work with NS at Miami, Ft. Lauderdale and West Palm Beach intermodal ramps. In addition, we also work with the CSX and FEC railroads at the same locations. We also offer FHA trailer inspections and DOT inspections for private owner/operator tractors.

Based upon our experience in providing the services described above and working with various railroads, we would like to express our support of Norfolk Southern and CSX in their efforts to acquire Conrail, and then divide the Conrail system. There is a need for competition in the territory serviced by Conrail, and for two competing railroads in the Northeast which own their own track and facilities. For too long, customers which ship or receive products into and out of the Northeast have had the service of only one rail carrier. And as is the case when only one company is able to operate in a particular market, service suffers and the price is non-competitive. While there may have been a historical reason for insulating northeastern railroading from competition, that time is past, and it is time for customers interested in this market to have service by more than one rail carrier which owns its facilities. And, the rail carriers which will compete in the Northeast should not be just any rail carriers. They must be carriers which are of comparable size and scope, and provide a competitive service.

Mr. Vernon A. Williams
May 29, 1997
Page 2

Growth in the intermodal industry will benefit my company. Providing rail competition in the Northeast, particularly from two competitors which have strong rail systems in the Southeast, should promote the growth of intermodal traffic, which in turn will enhance my business as a supplier to the intermodal industry. NS's capital investment in its intermodal facilities and service are well known in the industry, as are its strong commitments to growth and service. Further, we have been impressed with NS's commitment to safety, as evidenced by its continued success in winning the Harriman Award.

To Summarize, we believe the approval of the application of NS and CSX to acquire Conrail should be approved by the STB.

I, Albert Bayona, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 29, 1997.

Sincerely,


Albert Bayona
Vice President
Diamond Trailer Service, Inc.

DIAMONDHEAD

P.O. Box 5001
Hazard, Kentucky 41702
Phone (606) 439-1391
Fax (606) 436-9113

Verification Statement of Cecil Lewis
on behalf of
Diamondhead Coal Sales Incorporated
Finance Docket No. 33388
CSX Corporation and CSX Transportation, Inc.
Norfolk Southern Corporation and
Norfolk Southern Railway Corporation
--Control and Operating Lease/Agreements--
Conrail Inc. and Consolidated Rail Corporation

My name is Cecil Lewis, and I am president of Diamondhead Coal Sales Incorporated. I have served in this position since 1996.

Diamondhead Coal Sales sells and markets coal from mines located in the East Kentucky Region 8 in Perry, Letcher, and Estill Counties of Kentucky.

In 1996, Diamondhead Coal Sales shipped approximately 750,000 tons on CSX lines to various customers in the Southeast, Midwest, and Export.

Diamondhead Coal Sales strongly supports the acquisition of Conrail by CSX and Norfolk Southern. The single-line service made possible by the acquisition will help Kentucky Processing Company to expand its business into new geographic areas. While shipments into Region 8 are theoretically possible now, they are financially impracticable. Single-line service will make access into the Region 8 a real possibility for the company.

I, Cecil Lewis, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed this 14th day of May, 1997.

By: Cecil Lewis

Dickman-Hines Lumber Company

May 14, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1201 Constitution Avenue, NW
Washington, DC 20423

RE: STB Finance Docket No. 33388, CSX Corporation and CSX Transportation.; Norfolk Southern Corporation and Norfolk Southern Railway Corporation -- Control and Operating Lease/Agreements -- Conrail Inc. and Consolidated Rail Corporation

Dear Secretary Williams:

My name is Theresa Woodard. As the Bookkeeper for Dickman Hines Lumber Company in Federal Way, Washington, I'm very familiar without our firm's shipping and freight transportation arrangements. In this regard, I am writing to you to inform you of our company's strong support for the proposed plan by CSX Corporation and Norfolk Southern to acquire Conrail and to urge the Board to approve it as soon as possible.

Dickman Hines is a wholesale lumber company. We depend on effective freight transportation -- both rail and trucking -- to reach our customers. We utilize both Southern Pacific and CSX to ship approximately one million board-feet of lumber and plywood every year. Since shipping represents a substantial cost for us, I'm sure it's no surprise to you that we have watched the negotiations between CSX, Norfolk Southern and Conrail with great interest.

As I understand the proposal, CSX and Norfolk Southern plan to acquire Conrail and divide it's existing rail lines between the two companies to create competing rail networks, each with a broader market reach. This will allow us to reach more markets by single line service -- the most cost effective and reliable type of freight transportation -- which will minimize the delays we currently experience at Western gateways. Delays slow down delivery and add to our costs, so single-line routes can really help companies like ours.

With more single-line routes, the rail companies will also be able to compete more effectively with trucks for freight delivery business. Trucks have held an edge over rails on many routes because they can offer more flexible service without interchange delays. Single-line routes,

066

● Dickman-Hines Lumber Company

however, are just as flexible and just as efficient as trucking, creating more competition within the freight industry as a whole. Again, more competition means lower transportation costs and better service.

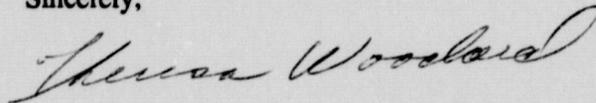
Once again, Dickman Hines Lumber Company strongly supports the effort of CSX and Norfolk Southern to acquire Conrail. We urge the Surface Transportation Board to act without delay and approve this plan so companies like ours can reap the benefits from a stronger, more competitive freight transportation system.

Thank you for the opportunity to share my company's views with the Board.

I, Theresa Woodard, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement.

Executed this 14th day of May, 1997

Sincerely,



Theresa Woodard

1997

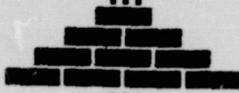
DIENER BRICK COMPANY

Largest Brick and Tile Display in the East

TELEPHONES
COLLINGSWOOD
AREA CODE 609
858-2000

PHILADELPHIA
AREA CODE 215
922-3029
922-3545

FAX # 609-858-6969



CUTHBERT ROAD & PARK AVENUE - COLLINGSWOOD, N.J. 08108

Mr. Vernon A. Williams, Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, DC. 20423-0001

Re: CSX Corporation and CSX Transportation, Inc.; Norfolk Southern Corporation and Norfolk Southern Railway Company- Control and Operating Leases/Agreements- Conrail, Inc. and Consolidated Rail Corporation, STB Finance Docket No. 33388.

Dear Mr. Williams:

My name is Mike Mignogna, and I am the Traffic Manager for Diener Brick Company. I have held my position for 10 months.

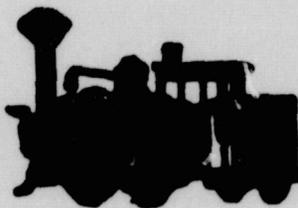
Diener Brick Company serves the PA/NJ/DE region. We obtain a great deal of our brick from producers in the Southeast, and take delivery at various CR and CSX-served team tracks. We receive approximately 100 boxcars annually.

I support the approval of the transaction which will allow Norfolk Southern and CSX to acquire Conrail and subsequently divide its assets. It will provide us with single-line service and rate benefits on much of our inbound brick.

VERIFICATION

I, Mike Mignogna, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed this 7th day of May, 1997.

Mike Mignogna



DIRECT RAIL HEAD

3101 - 27th Avenue North

P.O. Box 1026

Birmingham, AL 35201

205-328-8850

Fax 205-322-8807

May 27, 1997

Mr. Vernon A. Williams, Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1926 K. Street N.W.
Washington, D.C. 2043-0001

Re: CSX Corporation and CSX Transportation Inc.; Norfolk Southern Corporation and Norfolk Southern Railway Company; Control and Operating Leases/Agreements- Conrail, Inc. and Consolidated Rail Corporation, STB Finance Docket No. 33388.

My name is James D. Moore, and I am the owner of Direct Rail Head. I have held my present position for 12 years. My duties include overall supervision of company.

Direct RailHead is a Bonded Warehouse/distributor of Forest Products, pipe, steel, etc. We have facilities located at 2103 27th Ave. North and 1900 Vanderbilt Road, Birmingham, Ala. 35207. These facilities are presently served by NS. We receive from customers/suppliers located on the lines of NS, CSXT & BN SF. During 1996, we shipped/received 1200 carloads/containers & trailers to/from these destinations & origins. We utilized all types of rail equipment and trucks and piggybacks.

We support approval of the transaction which will allow CSX and Norfolk Southern to acquire Conrail and subsequently divide its assets. Since our facility is located on the lines of NS, we would welcome the benefit of increased market access for single-line rail transportation. Joint line rail service into and out of the Northeast has tended to inhibit our ability to move this traffic, and the single-line service which NS proposes would be of benefit to us. With single line service, I believe our facility would be able to compete in these markets with other companies enjoying single line service into the Northeast; not only on N&S but also on CSXT. We have used NS for several years and have been satisfied with their service. We are confident that they would be able to provide good service on any CR lines which they acquire. A straight one line shipment always means lower volume rates.

For all the reasons described above, I support the application of NS and CSX to acquire Conrail.

I, James D. Moore, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on 5/27/97.

Sincerely,

James D. Moore

jfm:ms

DIRENZO COAL CO.

1389 Bunting St. Pottsville, Pa. 17901
TELEPHONE: 717-544-4743 FAX: 717-544-6537
PLANT LOCATION: U.S. Route 209, Llewellyn, Pa.

*"Producers of quality Anthracite
for more than 60 years"*

April 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423

VERIFIED STATEMENT

RE: Proposed CSX/NS/Conrail Transaction
STB Finance Docket No. 33388

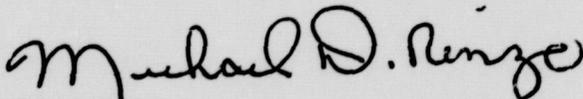
Dear Secretary Williams:

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly. We believe that the proposed transaction would be in our best interests, as well as in the interest of our customers because it would produce better service, better equipment utilization, and more competitive rates. With the enhanced CSX and NS systems, we expect more efficient, reliable service. We also expect that with the increased number of single-line destinations, we will be better able to penetrate new and more distant markets.

The proposed transaction would increase rail business for the combined system that would be good for all of the shippers who rely on rail. Further, trucks dominate the nation's freight markets, especially in the East. Because the new systems would create greater efficiency, it would lead to more freight traffic on the rails diverted from truck promoting more long term capital investment and ensuring that rail service would grow into the future.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, Michael DiRenzo, declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this May 3 day of 1997, 1997.



Michael DiRenzo
Sales Agent
Direno Coal Co.

DISTRIBUTION SERVICES OF AMERICA

April 30, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423

VERIFIED STATEMENT

RE: Proposed CSX/NS/Conrail Transaction
STB Finance Docket No. 33388

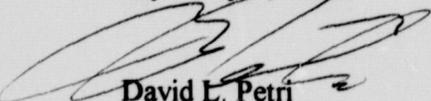
Dear Secretary Williams:

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly. We believe that the proposed transaction would be in our best interests, as well as in the interest of our customers because it would produce better service, better equipment utilization, and more competitive rates. With the enhanced CSX and NS systems, we expect more efficient, reliable service. We also expect that with the increased number of single-line destinations, we will be better able to penetrate new and more distant markets.

The proposed transaction would increase rail business for the combined system that would be good for all of the shippers who rely on rail. Further, trucks dominate the nation's freight markets, especially in the East. Because the new systems would create greater efficiency, it would lead to more freight traffic on the rails diverted from truck promoting more long term capital investment and ensuring that rail service would grow into the future.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, David L. Petri, declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 30th day of April, 1997.


David L. Petri
Chairman of the Board & CEO
Distribution Services of America
DLP:lmb
rr430

Distribution
Services of
America, Inc.

208 North St.
Foxboro, MA
02035

508-543-3313
Fax
508-543-4737

071



May 29, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, DC 204230-0001

RE: CSX Corporation and CSX Transportation, Inc.; Norfolk Southern Corporation
and Norfolk Southern Railway Company - Control and Operating Leases/Agreements
Conrail, Inc. and Consolidated Rail Corporation, STB Finance Docket No. 33388.

Dear Mr. Williams:

My name is John Kinnick, and I am President of Distribution Services of Atlanta, Inc. My duties include, the oversight of the company's performance and our use of transportation companies and our selection of rail providers to best meet our customers' needs.

Distribution Services of Atlanta, Inc. is a public and contract warehousing company and rail transportation plays a vital role in our business as we greatly depend on railroads to meet our customer's expectations.

We support the approval of the transaction by which CSX and Norfolk Southern will acquire control of Conrail, and then divide the assets and trackage of Conrail in the manner which has been described to me, and which will be described in the joint application of CSX and NS to control Conrail. There is a distinct need for two competing railroads in the Northeast which own their own track and facilities. For too long, customers which ship or receive products into and out of the Northeast have had the service of only one carrier, which causes service to suffer and non-competitive prices.

TO SUMMARIZE, WE BELIEVE THAT APPROVAL OF THE JOINT APPLICATION OF NS AND CSX TO ACQUIRE CONRAIL SHOULD BE APPROVED BY THE STB. We also feel it is in everyone's interest that this approval be granted in an expeditious manner.

I, John Kinnick, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 29, 1997.

Sincerely,

John Kinnick
President

cc: CSX Representative
Mr. Al Williams

**DISTRIBUTION UNLIMITED
INCORPORATED**

Logistics

P.O. BOX 98 • GUILDERLAND CENTER, N.Y. 12085 • Phone (518) 356-0550

May 16, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
12th & Constitution Ave., NW
Washington, DC 10423

Re: Proposed CSX/NS/Conrail Transaction; STB Finance Docket No. 33388

Dear Secretary Williams:

My name is David Brown. I am Vice President for Distribution Unlimited in Guilderland, New York. My office address is P.O. Box 98, Guilderland Center, New York 12085. I am responsible for all the company's logistics operations. I have been with Distribution Unlimited for six years, and have worked in the logistics field for fourteen years. I am writing to offer my company's support for the proposed joint acquisition of Conrail by CSX and Norfolk Southern and urge the board to expedite its approval.

Distribution Unlimited is a third party logistics company. We are the operating entity for our parent company which owns three major industrial parks within the greater Albany, New York area; Scotia Industrial Park, Scotia, New York; Rotterdam Industrial Park, Schenectady, New York; and Northeastern Industrial Park, Guilderland, New York. We are the largest facility in this area as we have 8,000,000 square feet of warehouse capacity with unmatched rail capability. We receive approximately 2,250 carloads annually. Our facilities are serviced by both Conrail and CP Rail. We have a diverse customer base as products are received and shipped to much of the United States.

Distribution Unlimited believes the proposed transaction would be in our best interests, as well as in the interest of our customers. We urge the board to approve this application for the reasons detailed below:

1. Our business depends on fast, efficient, cost effective service from our rail service provider. We believe the transaction will fill this need.

DISTRIBUTION UNLIMITED, INC.

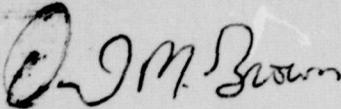
Mr. Vernon A. Williams
Surface Transportation Board
Page 2

2. The growth of our business requires we develop our best assets. Our rail transload capability is a significant competitive advantage to sustaining that growth. We believe the transaction will benefit our strategic objectives.

In summary, Distribution Unlimited supports the application of Conrail, CSX and Norfolk Southern and requests that the board move quickly to assure approval. This statement is a true and correct representation of my position on this issue.

Sincerely,

DISTRIBUTION UNLIMITED, INC.



David M. Brown
Vice President, Operations

DMB:kaj



Diversified

DIVERSIFIED AUTOMOTIVE, INC.
THREE DOLPHIN WAY, BOSTON, MA 02210-2493
TELEPHONE 1-800-666-9007
FAX (617) 426-1637

April 28, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423

VERIFIED STATEMENT

**RE: Proposed CSX/NS/Conrail Transaction
STB Finance Docket No. 33388**

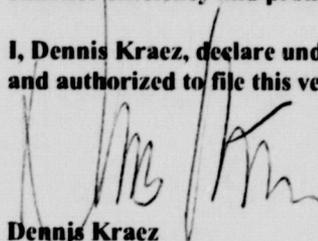
Dear Secretary Williams:

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly. We believe that the proposed transaction would be in our best interests, as well as in the interest of our customers because it would produce better service, better equipment utilization, and more competitive rates. With the enhanced CSX and NS systems, we expect more efficient, reliable service. We also expect that with the increased number of single-line destinations, we will be better able to penetrate new and more distant markets.

The proposed transaction would increase rail business for the combined system that would be good for all of the shippers who rely on rail. Further, trucks dominate the nation's freight markets, especially in the East. Because the new systems would create greater efficiency, it would lead to more freight traffic on the rails diverted from truck promoting more long term capital investment and ensuring that rail service would grow into the future.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, Dennis Kraez, declare under penalty that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 28th day of April, 1997.


Dennis Kraez
President
Diversified Automotive, Inc.

WESTLAND TERMINAL

PHONE (313) 722-9581

FAX (313) 722-9587

EXPEDITED SERVICE — CARTAGE SERVICE — TRUCK-LOAD SERVICE — PIGGYBACK SERVICE — CONTAINER SERVICE

VERIFIED STATEMENT OF
DIVERSIFIED CARTAGE SERVICE, INC.

FINANCE DOCKET NO. 33388

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, D.C. 20423-0001

Dear Mr. Williams:

My name is Wayne A. Wendorf, and I am president of Diversified Cartage Service, Inc., 5580 Oak Grove Rd., Howell, MI 48843. I have held my present position for 15 years. My duties include overseeing daily operations between Detroit rail ramps and points in Michigan.

Diversified Cartage Service, Inc. is a Michigan drayman, handling TOFC & COFC in Michigan. We work with NS at the Melvindale, Michigan location. In addition, we work with BN, ATSF, CP & Conrail in Detroit.

Based upon our experience in providing the services described above and working with various railroads, we would like to express our support of Norfolk Southern and CSX in their efforts to acquire Conrail, and then divide the Conrail system. There is a need for competition in the territory served by Conrail, and for two competing railroads in the Northeast which own their own track and facilities. For too long, customers which ship or receive product into and out of the Northeast have had the service of only one rail carrier. And as is the case when only one company is able to operate in a particular market, service suffers and the price is noncompetitive. While there may have been an historical reason for insulating northeastern railroading from competition, that time is past, and it is time for customers interested in this market to have service by more than one rail carrier which owns its own facilities. And, the rail carriers which will compete in the Northeast should not be just any rail carriers. They must be carriers which are of comparable size and scope, and provide a competitive service.

Growth in the intermodal industry will benefit my company. Providing rail competition in the Northeast, particularly from two

Diversified Cartage Service, Inc.

5580 OAK GROVE ROAD

• HOWELL, MICHIGAN 48843

WESTLAND TERMINAL

PHONE (313) 722-9581

FAX (313) 722-9587

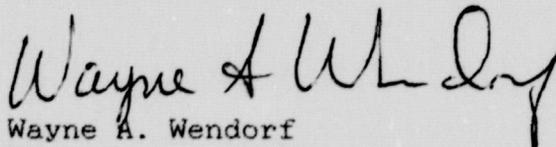
EXPEDITED SERVICE — CARTAGE SERVICE — TRUCK-LOAD SERVICE — PIGGYBACK SERVICE — CONTAINER SERVICE

competitors which have strong rail systems in the Southeast, should promote the growth of intermodal traffic, which in turn will enhance my business as a supplier to the intermodal industry. NS's capital investment in its intermodal facilities and service are well known in the industry, as are its strong commitments to growth and service. Further, we have been impressed with NS's commitment to safety, as evidenced by its evidence of continued success in winning the Harriman Award.

To summarize, we believe that approval of the application of NS and CSX to acquire Conrail should be approved by the STB.

I, Wayne A. Wendorf, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 28, 1997.

Sincerely,



Wayne A. Wendorf
President
Diversified Cartage Service, Inc.

DIVERSIFIED

CONSULTING ENGINEERS

MINING - GEOLOGICAL - ENVIRONMENTAL CONSULTANTS AND COAL SUPPLY SERVICES

1624 CITATION DRIVE
LIBRARY, PA 15129-8831
PHONE 412 653 7251

May 1, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, N. W.
Washington, DC 20423

Reference: Proposed CSX /NS/Conrail Transaction
STB Finance Docket No. 33220

Dear Secretary Williams:

My name is S. B. Lal. I am the president of Diversified Consulting Engineers (DCE) in Pittsburgh, Pennsylvania. My office address is 1624 Citation Drive, Library, PA 15129. In my position, I am responsible for coal supply services (coal brokerage) and providing consulting and engineering services in mining to utilities, operating companies, coal producers, and government agencies. I have been in my current position since four years and have worked in the field for 21 years. I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS, and to urge the Board to approve it promptly.

Our firm provides coal brokerage services and consulting and engineering services in mining, geology, geotechnical and environmental field. In providing coal brokerage and mining consulting services to utilities, government agencies and coal producers we utilize and recommend rail transportation of coal. Our firm ships coal to the eastern US industrial coal consumers usually by rail.

DCE believes that the proposed joint acquisition of Conrail by CSX/NS would be in our best interests as well as in the interest of our clients and customers. We strongly urge the Board to approve this application for the reasons detailed below.

1. We believe that a joint acquisition of Conrail and CSX/NS would result in better service, better equipment utilization, more efficient service and most important competitive rates. Single - line service is faster, more reliable, and allows for better shipment tracking than joint carrier moves. The merger will promote competition with trucking industry, and reduce traffic on major interstate lanes to name a few. With lower costs and improved service, the merger will be better positioned to compete with truck transportation.

2. We also expect that with the increased number of origins and destinations able to be reached in single - line service, we are more likely to increase our presence in the market using rail than we can today.

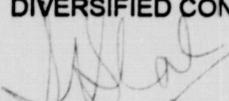
3. We are convinced that the joint acquisition of Conrail with CSX/NS will increase rail business for the combined system, and that will benefit all shippers who rely on rail systems. DCE is well aware that trucks haul most of the nation's freight and that trucks dominate the freight markets especially in the Eastern US. Because the merged CSX/NS/Conrail system will be able to achieve greater efficiency, it will return more freight traffic to the rails promoting long term capital investment and ensuring that rail services will grow into the future. These developments are, and should be, important to all rail shippers.

In conclusion, DCE supports the application of Conrail and CSX and request that the Board move quickly as possible to assure approval. We feel this is the best way to improve services, enhance efficiency and promote the growth of rail traffic in the Eastern US.

I, S. B. Lal, declare under penalty of perjury that the foregoing is true and correct to best of my knowledge. Further, I certify that I am qualified and authorized to file this verified statement. Executed this 1 st. day of May, 1997.

Respectfully submitted,

DIVERSIFIED CONSULTING ENGINEERS


S. B. LAL, P. E.
President

78
**MINORITY OWNED AND OPERATED
AND SBA CERTIFIED 8 (a) COMPANY**

DIVERSIFIED ENERGY, INC.

"Coal Marketing and Contract Consulting"

SUITE 200 • 8874 KINGSTON PIKE • KNOXVILLE, TENNESSEE 37923 • TELEPHONE (615) 690-8967

May 14, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, NW
Washington, D.C. 20423-0001

RE: CSX CORPORATION AND CSXT TRANSPORTATION, INC.: NORFOLK SOUTHERN CORPORATION and NORFOLK SOUTHERN RAILWAY COMPANY - Control and Operating Leases/Agreements - Conrail, Inc. and Consolidated Rail Corporation, STB Finance Docket No. 33388

Verified Statement
on behalf of
Diversified Energy, Inc.

My name is Randy Edgemon and I am President of Diversified Energy, Inc. This company is a coal marketing and contract consulting firm which sells coal to utility companies and industrial companies located in the eastern half of the United States. We ship coal from mines located on Norfolk Southern at Middlesboro, Kentucky.

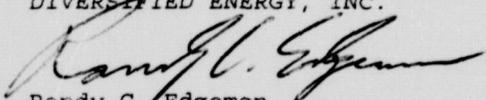
I previously wrote you expressing my support for Norfolk Southern's proposal to acquire Conrail because it would help ensure balanced rail competition in the East. Since the time of my letter, Norfolk Southern and CSXT have formulated a new plan which would result in both carriers acquiring control of Conrail and then dividing the assets and trackage of Conrail in the manner which has been described to me and will be described in the joint application of NS and CSXT to control Conrail. We strongly support the approval of this transaction. There is a distinct need for two strong, competing railroads in the Northeast which own their own track and facilities. For over twenty years the customers which ship or received products into and out of the Northeast have had the service of only one rail carrier. It is my belief that when only one company is able to operate in a particular market, service suffers and prices are non-competitive.

We are looking forward to the greatly expanded market reach which single line service by Norfolk Southern and CSXT will offer. It will provide us with an opportunity to extend our markets into areas which we have not been previously able to access. For these reasons, we support the joint application of NS and CSXT to acquire Conrail.

I, Randy C. Edgemon, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 14, 1997.

Sincerely,

DIVERSIFIED ENERGY, INC.


Randy C. Edgemon
President

RCE:cd

DIVERSIFIED HOLDINGS, INC.

SUITE 200

8874 KINGSTON PIKE

KNOXVILLE, TENNESSEE 37923

TELEPHONE (615) 690-8967

May 14, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, NW
Washington, D.C. 20423-0001

RE: CSX CORPORATION and CSXT TRANSPORTATION, INC; NORFOLK SOUTHERN CORPORATION and NORFOLK SOUTHERN RAILWAY COMPANY - Control and Operating Leases/Agreements - Conrail, Inc. and Consolidated Rail Corporation, STB Finance Docket No. 33388

Verified Statement
on behalf of
Diversified Holdings, Inc.

My name is Salvador Gaudiano, and I am President of Diversified Holdings, Inc. This company is a coal marketing and contract consulting firm which sells coal to utility companies and industrial companies located in the eastern half of the United States. We ship coal from mines located on Norfolk Southern at Middlesboro, Kentucky.

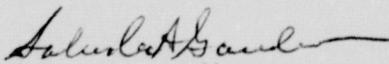
I am writing you to express my support for Norfolk Southern's and CSXT's application to acquire Conrail because it would help ensure balanced rail competition in the East. It is my understanding that Norfolk Southern and CSXT have formulated a plan which would result in both carriers acquiring control of Conrail and then dividing the assets and trackage of Conrail in the manner which has been described to me and will be described in the joint application of NS and CSXT to control Conrail. This will produce two strong railroads of roughly equal size serving the Southeast and Northeast. In addition to ensuring balanced rail competition, this plan will enhance both carriers' positions to compete with motor carriers for traffic moving to/from the Northeast. This should help reduce the truck traffic on the major interstate lanes.

In summary, I support the application of NS and CSXT to acquire Conrail and urge the Surface Transportation Board to approve the joint application.

I, Salvador Gaudiano, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 14, 1997.

Sincerely,

DIVERSIFIED HOLDINGS, INC.


Salvador Gaudiano
President

SG:cd



DIVERSIFIED INGREDIENTS

143 WEST CLINTON PLACE

ST. LOUIS, MISSOURI 63122-5809

(314) 822-0110

FAX (314) 822-7817

May 21, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, DC 20423-0001

RE: CSXT Corporation and CSX Transportation, Inc.; Norfolk Southern Corporation and Norfolk Southern Railway Company - Control and Operating Leases/Agreements - Conrail, Inc., and Consolidated Rail Corporation, STB Finance Docket No 33388.

VERIFIED STATEMENT OF DAVID E. DRESSEL

DIVERSIFIED INGREDIENTS

My name is David E. Dressel, and I am a Feed Ingredient Merchandiser of Diversified Ingredients. I have held my present position for 8 years. My duties include merchandising and logistics.

Diversified Ingredients is a merchandiser of (commodities) and our facility is located in St. Louis, MO. We ship bulk commodities in the Midwest and East Coast.

There is a distinct need for two competing railroads in the Northeast, and I support STB approval of the joint application by which Norfolk Southern and CSXT plan to acquire Conrail, divide its assets and improve the balance of rail competition in the Northeast.

I, David E. Dressel, declare under penalty of perjury that the foregoing is true and correct. I certify that I am qualified and authorized to file this verified statement.

Executed on May 21, 1997.

Sincerely,

David E. Dressel,
Feed Ingredient Merchandiser



DIXIE CUT STONE & MARBLE, INC. • 6128 Dixie Highway • Bridgeport, MI 48722 • 517-777-0420 • 1-800-868-8283 • FAX 517-777-7866

May 10, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
12th & Constitution Ave., N.W.
Washington, D.C. 20423

RE: The Purchase of Conrail

Dear Mr. Williams:

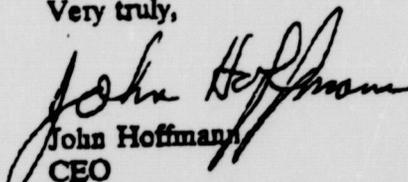
As the primary Owner and CEO of Dixie Cut Stone & Marble, Inc., 6128 Dixie Hwy., Bridgeport, MI I want to express my feelings in regard to CSX & NS application to purchase Conrail.

Starting Dixie Cut Stone & Marble, Inc. in 1960 with just two men and now employing 135 people, I hope you understand my concern in staying competitive. It was only in 1993 that we purchased an additional 75 acre site with CSXT being our primary in bound carrier of raw stone material. Until this site was purchased we depended upon truck for freight in bound. However, there are still instances when trucks can speed and still save us dollars. It seems with modern technology, the less quantity of rail carriers so as to eliminate paper and offices, would give us faster service and lower freight rates. Our past experience has been one carrier all the way. "Better Service - Lower Rates.

If we can continue to stay competitive with in bound freight we will continue to grow, we brought in 0 Rail Cars in 1990, and have grown to 500 Plus Rail Cars in 1996 and plan on continued growth.

I, and the Board of Directors at Dixie Cut Stone & Marble, Inc. highly recommend the merger of CSX & NS with Conrail.

Very truly,


John Hoffmann
CEO

VERIFIED STATEMENT OF

DIXIE FABRICATION INC.

FINANCE DOCKET NO. 33388

Dixie Fabrication Inc.
7024 Old Mt. Holly Road
Charlotte, NC 28214
May 28, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, DC 20423-0001

Dear Mr. Williams:

My name is Robert E. Penninger and I am President of Dixie Fabrication Inc. My company has been in business for 17 years at Charlotte, NC. We are a metal fabricator and maintenance facility. We serve both the Norfolk Southern and CSX.

Based upon our experience in providing the services described above and working with Norfolk Southern, we would like to express our support of Norfolk Southern and CSX in their efforts to acquire Conrail, and then divide the Conrail system. There is a need for competition in the territory served by Conrail, and for two competing railroads in the Northeast which own their own track and facilities. For too long, customers which ship or receive product into and out of the Northeast have had the service of only one rail carrier. And as is the case when only one company is able to operate in a particular market, service suffers and the price is non-competitive. While there may have been an historical reason for insulating northeastern railroading from competition, that time is past, and it is time for customers interested in this market to have service by more than one rail carrier which owns its facilities. And the rail carriers which will compete in the Northeast should not be just any rail carriers. They must be carriers which are of comparable size and scope, and provide a competitive service.

Growth in the bulk commodities and intermodal industry will benefit my company. Providing rail competition in the Northeast, particularly from two competitors which have strong rail systems in the Southeast, should promote the

Mr. Vernon A. Williams

-2-

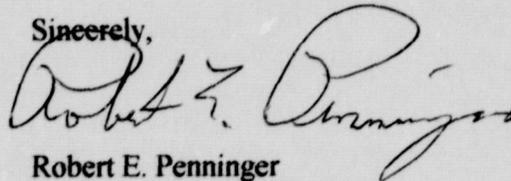
May 28, 1997

growth of intermodal and bulk commodities traffic, which in turn will enhance my business as a supplier to the rail industry. Extending Norfolk Southern's quality service would remove truck traffic from the major highways. Norfolk Southern's capital investment in its intermodal facilities and service are well known in the industry, as are its strong commitments to growth and service. Further, we have been impressed with Norfolk Southern's commitment to safety, as evidenced by its continued success in winning the Harriman Award.

To summarize, we believe that approval of the application of Norfolk Southern and CSX to acquire Conrail should be approved by the STB.

I, Robert E. Penninger, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement executed on May 28, 1997.

Sincerely,



Robert E. Penninger
President
Dixie Fabrication Inc.

/sfb

April 29, 1997

DIXIEPLY



A member of The Bradley Group

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, DC 20423-0001

Dixie Plywood Company
Post Office Box 2328
Savannah, Georgia 31402-2328
Phone: (912) 236-3385

Dear Mr. Williams,

My name is Randall C. Collins and I've been employed by Dixie Plywood Company as Director of Purchasing and Transportation for over twelve years. Dixie Plywood Company is an independent, privately owned wholesale distributor of building materials, primarily forest products such as plywood and lumber. The company is headquartered at the South End of Old West Lathrop Avenue, Post Office Box 2328, Savannah, Georgia 31402-2328. The company has been in business for 52 years and has distribution yards in the following locations: Savannah, GA (served by CSX and NS); Duluth, GA (NS); Miami, FL (FEC); Orlando, FL (FCEN); Tampa, FL (CSX); Riviera Beach, FL (FEC); Fort Lauderdale, FL (CSX); Dallas, TX (KCS); Houston, TX (BNSF); and San Antonio, TX (UPSP).

As an independent wholesale distributor of building materials, goods are purchased from all over North America for shipment into our distribution centers or direct to customers. Transportation is obviously very important and a significant cost of doing business. We receive an aggregate of 150 - 200 carloads of plywood, lumber, or other building materials every month, and a higher number of truckloads.

We support the proposed acquisition of the Conrail by the Norfolk Southern and CSX railroads and the subsequent distribution of assets and trackage, as it has been described to us and will be more fully described in the forthcoming joint application. The asset and trackage distribution appears to be fair and equitable, thus allowing two railroads of approximately equal size and scope to compete in the market place without one having a competitive advantage. Let's not forget that the role of government is not to grant advantage to any one entity, but to enforce the laws of the United States which protect and foster competition in a free market. It has been our experience that when a choice of carriers is not available in an area, the customer is at the mercy of the carrier with regard to rates and service.

May 10, 1997

Mr. Vernon A. Williams

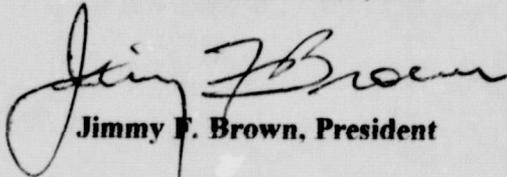
-Page 2-

benefit of increased market access for single line rail transportation on the east coast and New England. The carpet industry depends on, and has been well served by Norfolk Southern Railroad, and we are very satisfied with their service. I think the purchase of Conrail by Norfolk Southern and CSX, would be very beneficial to this area to grow our business levels and extend our markets.

For all the reasons described above, I support the application of Norfolk Southern / CSX to purchase Conrail.

Sincerely,

DIXIE TRANSPORT, INC.

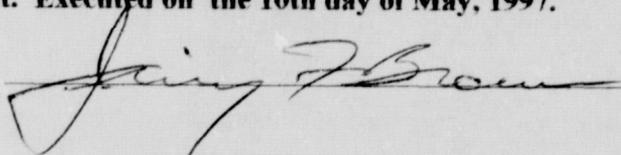


Jimmy F. Brown, President

JFB:jsh

VERIFICATION

I, JIMMY F. BROWN, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on the 10th day of May, 1997.



JIMMY F. BROWN

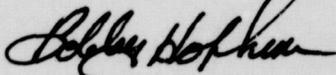
VERIFIED STATEMENT OF
Bobby HOPKINS
ON BEHALF OF
Dixie Redi-Mix
STB Finance Docket No. 33388

My name is Bobby Hopkins I am General Manager and Partner of Dixie Redi-Mix, located in Waycross, Ga. Dixie Redi-Mix has done business with CSX since the company was created approximately ten years ago, and I have done business with CSX in my role at other companies for approximated 25 years. Dixie Redi-Mix supports the division of Conrail between CSX and NS because we believe it will benefit our company and rail shippers throughout the East.

Dixie Redi-Mix manufactures concrete ready mix. We use CSX to receive the shipments of crushed stone we need to make our concrete with. In 1996, we received 452 carloads of stone on CSX Consistent transit time for these stone shipments is important to our manufacturing operations.

Dixie Redi-Mix believes that CSX's acquisition of Conrail lines as part of the division of Conrail between CSX and NS will improve equipment availability, thereby improving the consistency of transit time. We also believe that having two strong, competitive rail systems will benefit customers throughout the region.

I, Bobby Hopkins, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed this 16 day of May, 1997.



Bobby Hopkins

DIXIE Roadbuilders[®]

Plant Mix Asphalt
Highway Construction
Utility Construction

GA Utility Contractors No.:
#UU-000023
FL Utility Contractors No.:
#CU-C052610

P.O. BOX 1588 • 1107 M STREET • WAYCROSS, GEORGIA 31502 • (912) 283-6646 • FAX (912) 283-1287

**VERIFIED STATEMENT OF
Alton Walker
on behalf of
Dixie Road Builders
STB Finance Docket No. 33388**

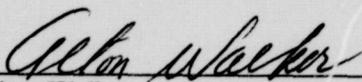
My name is Alton Walker. I am the President of Dixie Road Builders, located at 1107 M Street, Waycross, GA 31501. I have held my current position for more than 35 years, and have used CSX to meet our company's rail transportation requirements throughout that time. I am writing to express Dixie Road Builders' support for NS's and CSX's joint application to acquire Conrail.

Dixie Road Builders produces asphalt paving and does road paving in Southeast Georgia. We receive crushed stone, used to make our paving, via CSX rail. Last year we received 1,146 carloads of crushed stone.

Reliable transit times are very important to the efficient operation of our business. CSX's acquisition of Conrail lines and facilities as part of the division of Conrail will benefit Dixie Road Builders by improving equipment availability, which translates into more consistent transit times.

Dixie Road Builders respectfully urges the Board to approve the joint application of CSX and NS.

I, Alton Walker, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed this 16 day of May, 1997.



Alton Walker

DIXIE

TRANSPORT, INC.

P.O. Box 599
Resaca, GA 30735

2059 South Hamilton
Dalton, GA 30720
Office (706) 277-1530
Fax (706) 277-1642

May 10, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, D.C. 30423-0001

RE: CSX Corporation and CSX Transportation, Inc.; Norfolk Southern Corporation and Norfolk Southern Railway Company - Control and Operating Leases/Agreements --Conrail, Inc., and Consolidated Rail Corporation, STB Finance Docket No. 33388.

Verified Statement
on behalf of
DIXIE TRANSPORT, INC.
Finance Docket No. 33388

Dear Mr. Williams:

My name is Jimmy F. Brown, and I am the President of Dixie Transport, Inc. I have held my position for 12 years. My duties include:

"Negotiating sales contracts with new customers, operation of equipment, coordinating between the railroad and truck deliveries and anything that pertains to Dixie Transport being a successful company."

Dixie Transport, Inc., is a carrier of plastic pellets to major carpet companies in Dalton, Georgia. Our facilities are located at 2059 S. Hamilton Street in Dalton. During 1996, we transported approximately 2200 truckloads of plastic pellets to the carpet companies here in Dalton.

We support the proposed purchase of Conrail by Norfolk Southern and CSX. Our facility is located on the lines of Norfolk Southern; therefore, we would welcome the

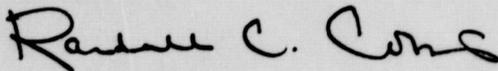
Dixie Plywood Company purchases many carloads of product originating in eastern Canada or the northeastern states for transport to our distribution yards in Georgia and Florida. The single line service CSX and Norfolk Southern can offer if the acquisition is approved, will greatly reduce the transit times and thus the amount of inventory a distribution yard must stock. Operating costs are reduced and dollars tied up in inventory can be reinvested in other ventures.

Whatever the historical reasons for insulating the railroads from competition, particularly those in the Northeast, that time is past. Railroads today must compete as every other business, by meeting and exceeding customer's service expectations at a competitive price. Those that are efficient, innovative, and responsive and customer's needs will thrive and prosper.

We encourage the Surface Transportation Board to approve the joint application of the Norfolk Southern and CSX to acquire the Conrail, and to do so without unnecessary delay.

I, Randall C. Collins, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on April 29, 1997.

Sincerely,



Randall C. Collins
Director: Purchasing & Transportation
Dixie Plywood Company
Savannah, Georgia

NS CINCINNATI SALES TEL:513-977-3272

May 27 '97 15:35 No.018 P.02

Mr. Vernon A. Williams
 Secretary
 Surface Transportation Board
 STB Finance Docket No. 33388
 1925 K Street, N.W.
 Washington, DC 20423-0001

Dear Mr. Williams:

I am writing to express support for approval of the transaction which will allow Norfolk Southern and CSXT to acquire Conrail and subsequently divide its assets.

My name is Jack Hostetler, and I am Vice President for Dlubak's Glass Co. in Lawrenceburg, KY. My duties include responsibility for the procurement of transportation services. Dlubak's Glass has two rail-served operations--one on Norfolk Southern in Lawrenceburg, KY and the other jointly served by CSXT and Conrail in Upper Sandusky, OH. In 1996, we shipped a total of 130 carloads of cullet by rail.

I believe Norfolk Southern and CSXT's joint application to control Conrail describes the idea of two strong railroads with equal size and scope competing in the eastern United States. Joint line rail service into the Northeast has tended to inhibit our ability to reach markets in that geographic area. The competitive environment that Norfolk Southern and CSXT's acquisition and division of Conrail will develop can help to expand our reach into those markets. Dlubak's Glass is eager to have the acquisition of Conrail confirmed by the Surface Transportation Board in order to experience its benefits.

For these reasons, I believe that the Surface Transportation Board should approve Norfolk Southern and CSXT's joint application for the acquisition of Conrail.

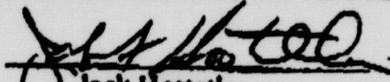
Sincerely,

Jack Hostetler
 Vice President
 Dlubak's Glass Co.

VERIFICATION

I, Jack Hostetler, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement.

Executed on May 30 1997.


 Jack Hostetler

JACK HOSTETLER



BOOKERS & PROCTORS

DLUBAK GLASS COMPANY
 CULLET

DOBROW SERVICES INC.

DOBROW INDUSTRIES DIV

April 29, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33286
1201 Constitution Ave., N. W.
Washington, DC 20423

Re: CSX Corporation and CSX Transportation, Inc.
Norfolk Southern Corporation and Norfolk Southern Railway Company
Control and Operating Leases/Agreements
Conrail, Inc. and Consolidated Rail Corporation
STB Finance Docket No. 33388

Dear Mr. Williams:

VERIFIED STATEMENT OF DOBROW INDUSTRIES, INC.
FINANCE DOCKET NO. 33388

My name is Edward Dobrow, and I am president of Dobrow Industries, Inc. I have held my present position for 21 years.

Dobrow Industries, Inc. is a scrap metal processor. We have facilities located at 1301 West 2nd Street and 500 West 23rd Street, Muncie, Indiana. These facilities are presently served by NS. We sell to customers located from Missouri and Illinois to Virginia. These facilities are located on the lines of NS, CR, CSX and others. During 1996, we shipped approximately 500 carloads to these destinations.

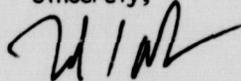
We support approval of the transaction which will allow CSX and Norfolk Southern to acquire Conrail and subsequently divide its assets. Since our facility is located on the lines of NS, we would welcome the benefit of increased market access for single-line rail transportation. Joint line rail service into and out of the Northeast has tended to inhibit our ability to move this traffic, and the single-line service which NS proposes would be of benefit to us. With single-line service, I believe our facility would be able to compete in these markets with other companies enjoying single-line service into the Northeast.

We have used NS for several years and have been satisfied with their service. We are confident that they would be able to provide good service on any CR lines which they acquire.

For the all reasons described above, I support the application of NS and CSX to acquire Conrail.

I, Edward J. Dobrow, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on April 29, 1997.

Sincerely,



Edward J. Dobrow
President
Dobrow Industries, Inc.

092

Dodd Distributing Company, Inc.

1548 Vance Street
P.O. Box 748
Rocky Mount, NC 27802-0748
Phone: (919) 442-4447

May 3, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
12th and Constitution Ave., N.W.
Washington, D.C. 20423

RE: STB Finance Docket No. 33388, CSX Corporation and CSX Transportation Inc.; Norfolk Southern Corporation and Norfolk Southern Railway Corporation -- Control and Operating Lease/Agreements -- Conrail Inc. and Consolidated Rail Corporation

Dear Secretary Williams:

My name is Tom Parrish, and I am President of Dodd Distributing Company Inc., in Rocky Mount, North Carolina. Dodd Distributing is a beer wholesaler with 22 years in the business. I'm writing to STB to show my support for the CSX/Norfolk Southern purchase of Conrail's rail lines.

Faster service, plain and simple. In terms of transportation, a wholesaler is the classic middleman. We've got product moving to us from, in our case, the breweries, and we're shipping out constantly to an array of retail outlets whose needs and orders can change moment to moment. Any inefficiencies in the transportation system hit us coming and going.

Splitting Conrail between CSX and NS would bring major benefits for three key reasons:

1. More direct routes. Conrail has always been a chokepoint for East Coast rail traffic. No one likes products to sit on the sidings waiting to be transferred, but I can say with authority when the product is beer, delay can be a deal-breaker for some retailers. Faster service is what my business is all about -- and that's what we'll get when CSX and NS purchase Conrail.

2. More access to new markets. When NS and CSX split up Conrail, we'll have more direct connects -- and that won't just make our current customers happy, it will open up whole new markets for us. I'm proud of the name we've made for ourselves in Rocky Mount, but I'd love to see Dodd Distributing reaching outside our region and growing this company even more.

3. More competition. More direct routes and more access to markets means just one thing: More competition. In the end, that's going to be good for beer

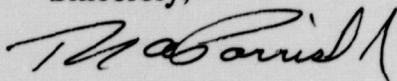
wholesalers -- and good for beer drinkers, too. Consumers are going to see lower prices as a result of more competitive shipping costs.

I can't think of too many consolidations that would bring more benefits to more companies and to ordinary consumers than the CSX/Norfolk Southern acquisition of Conrail. I urge the STB to grant its approval for this transaction without delay.

I, Tom Parrish, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement.

Executed this 3rd day of May, 1997.

Sincerely,



Tom Parrish

Dominion Coal Corporation

P. O. Box 70

Vansant, Virginia 24656

Telephone 935-8810

April 29, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket #33288
1925 K Street, N.W.
Washington, D.C. 20423-0001

Dear Mr. Williams:

I am President of Dominion Coal Corporation with its headquarters at Vansant, Virginia. My office is located along U.S. Route 460.

Dominion Coal Corporation is an underground mining company with sales of approximately \$35 million annually of raw coal. Transportation is a vital factor to the success of our business. We utilize truck and rail to move our product to a central processing plant where the raw coal is sold. Presently, the Norfolk Southern moves approximately 40% of our product by rail with the remaining 60% going by truck. My responsibilities as President include the direct oversight of our transportation requirements which include both inbound raw materials and outbound shipped products. We ship to a coal preparation plant and depend on daily rail service to meet our quality and volume parameters. Some of our shipments are ultimately shipped by our raw coal customer to and from locations in the Northeast and Midwest on Conrail.

We support the approval of the transaction by which CSX and Norfolk Southern will acquire control of Conrail, and then divide the assets and trackage of Conrail in the manner which has been described to me, and which will be described in the joint application of CSX and NS to control Conrail. There is a distinct need for two competing railroads in the Northeast which own their own track and facilities. For too long, customers which ship or receive products into and out of the Northeast have had the service of only one rail carrier. And as is the case when only one company is able to operate in a particular market, service suffers and the price is noncompetitive. While there may have been a historical reason for insulating northeastern railroading from competition, that time is past, and it is time for customers interested in this market to have service by more than one rail carrier which owns its facilities and the rail carriers cannot be just any rail carriers. They must be comparable in terms of their size, scope and ability to provide a competitive service. From what I understand of railroad operations, I believe that in the 1990s, two carriers of relatively equal size and scope provide the greatest opportunities for improved service, efficient equipment utilization and true synergies.

In addition, we are looking forward to experiencing not only the change from being served by one rail carrier to two, but also the greatly expanded market reach which single line service by NS and CSX will offer. An extensive addition of single line rail service will allow us to increase market penetration to areas in which we presently have been unable to compete adequately.

To summarize, we believe that approval of the joint application of NS and CSX to acquire Conrail should be approved by the STB.

Sincerely yours,

Charles Ellis

Charles Ellis
President

Mr. Vernon A. Williams

April 29, 1997

Page 2

VERIFICATION

I, Charles Ellis, declare under penalty of perjury that the foregoing is true and correct.

Further, I certify that I am qualified and authorized to file this verified statement. Executed on

April 29, 1997.

Charles Ellis

Name

CEE:jms/042997

Douglas Asphalt Company

Joel Spivey, President
Ronnie A. Spivey, Vice President &
Operations Manager
Floriece Spivey, Secretary/Treasurer

425 S.W. Bowens Mill Highway
Post Office Box 1110
Douglas, Georgia 31533
Tel.: (912) 384-8114
Fax: (912) 384-9665

**Verified Statement of
Joel Spivey
on behalf of
Douglas Asphalt Company
STP Finance Docket No. 33388**

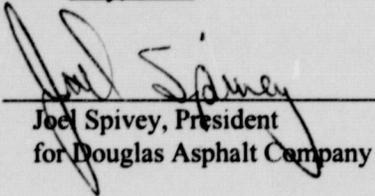
I am Joel Spivey, President of Douglas Asphalt Company. I have been using CSX to meet our company's transportation needs for more than 25 years. I am writing to urge the Board to approve the joint application of CSX and NS.

Douglas Asphalt produces asphalt paving and does road paving work in Southeast Georgia. We have two asphalt paving plants, located in Douglas, Georgia and Atkinson, Georgia. Both plants are served by CSX. We received 2,493 carloads of crushed stone via rail last year, primarily from CSX-served quarries in Georgia.

Douglas Asphalt will benefit from improved equipment availability as a result of the proposed transaction. This improved equipment availability will enhance the reliability of transit times for our stone shipments.

Our company urges the Board to approve the joint acquisition of Conrail by CSX and NS. We believe that the division of Conrail between CSX and NS will benefit rail transportation and customers throughout the East Coast and Midwest.

I Joel Spivey, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed this 16 of May, 1997.

By: 
Joel Spivey, President
for Douglas Asphalt Company



Donald H. Stowe, Jr.
Executive Vice President
Sales & Technology

May 14, 1997

Mr. Vernon A. Williams, Secretary
Surface Transportation Board
1201 Constitution Ave., NW
Room 2215
Washington, DC 20423

Dear Mr. Secretary:

Dravo Lime Company supports the acquisition of Conrail by CSX and Norfolk Southern. We believe this proposed merger is positive, and if approved will offer better and expanded service opportunities. This would permit our company to keep transportation costs down while receiving faster service.

We hope this matter will receive early consideration by the Surface Transportation Board and that Congress will not act to block or delay deliberation of this matter.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "D. Stowe", with a long horizontal flourish extending to the right.

DHS/pb

3600 One Oliver Plaza
Pittsburgh, PA 15222-2682
Phone: 412-566-5574
FAX: 412-566-5551



DREXEL LOGISTICS, INC.
TRANSPORTATION CONSULTANTS & PROJECT MANAGERS
P.O. Box 177 • Oak Creek • WI • 53154-0177
(414) 571 - 0851 • TOLL FREE (888) 308 - 9938
FAX (414) 571 - 0931
INTERNET E-MAIL drexlog@execpc.com

May 23, 1997

Mr. Vernon A Williams - Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K. Street, N.W.
Washington, D.C. 20423-0001

RE: CSX / NS - Control and Operating Leases/Agreements - CONRAIL
Finance Docket No. 33388

Dear Mr. Williams;

My name is Richard Knoll, President of **DREXEL LOGISTICS, INC.** My firm is involved in the management and control of transportation activities surrounding the movement of oversize and overweight objects via numerous modes, most particularly rail.

While our rail needs fluctuate greatly from year to year, it has always been a definite problem utilizing rail to the Northeast based upon the inability to properly obtain pricing, clearances and equipment in the "captive" market of CONRAIL. I fully support the joint application of Norfolk Southern and CSX to acquire control of CONRAIL and thereby bring meaningful competition to the Northeast.

I, Richard Knoll, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement this 23rd day of May, 1997.

Yours Truly;

DREXEL LOGISTICS, INC.

A handwritten signature in cursive script that reads "Richard Knoll".

Richard Knoll - President

cc: Norfolk Southern

DRUMHELLER BAG & SUPPLY, INC.

1561 M.E. THOMPSON DR • VALDOSTA, GEORGIA 31601 • TEL: 912-244-7019 • FAX: 912-244-7060 • E-MAIL: trade@www.drumheller.com

VERIFIED STATEMENT OF CATHY HARRELL DRUMHELLER BAG & SUPPLY, INC.

My name is Cathy Harrell, and I am Traffic Manager for Jute Trading Department of Drumheller Bag & Supply, Inc. I have held my present position for six years.

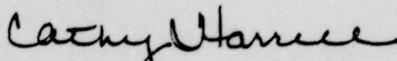
Drumheller Bag & Supply, Inc. is an importer of jute/hessian goods and also a manufacturer of textile bags. We are located in Valdosta, Georgia and presently rail served by Norfolk Southern. We receive commodities via rail at this location. We also receive commodities at Dayton, Ohio.

We support the approval of the transaction by which CSX and NS will acquire control of Conrail, and then divide the assets and trackage of Conrail in the manner which has been described to me, and which will be described in the joint application of CSX and NS to control Conrail. There is a distinct need for two competing railroads in the Northeast which own their own track and facilities. For too long customers which ship or receive product into and out of the Northeast have had the service of only one rail carrier. And as is the case when only one company is able to operate in a particular market, service suffers and the price is non-competitive. While there may have been a historical reason for insulating Northeastern railroading from competition, that time is past and it is time for customers interested in this market to have service by more than one rail carrier which owns its facilities. They must be comparable in terms of size, scope and ability to provide a competitive service. From what I understand of railroad operations, I believe that in the 1990s, two carriers of relatively equal size and scope provide the greatest opportunities for seamless service, efficient equipment utilization and seamless synergies.

To summarize, we believe that approval of the joint application of NS and CSX to acquire Conrail should be approved by the STB.

I, Cathy Harrell, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 21, 1997.

Sincerely,



Cathy Harrell
Traffic Manager
Jute Trading Dept.

530 Beacon Parkway, West
Suite 200
Birmingham, Alabama 35209-3196

Telephone: 205 945-6400
Telex: 261327 Drum Ur

James C. Ludwig
President, Domestic Sales

**DRUMMOND
COAL
SALES, INC.**

May 9, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket #33388
1925 K Street, NW
Washington, D.C. 20423-0001

**VERIFIED STATEMENT OF JAMES C. LUDWIG
DRUMMOND COAL SALES, INC.
FINANCE DOCKET NO. 33388**

Dear Mr. Williams:

My name is James C. Ludwig and I am President of Drummond Coal Sales, Inc., located in Birmingham, AL. My responsibilities include sales and marketing of domestically produced coal by Drummond Coal Company and certain other non-affiliated companies.

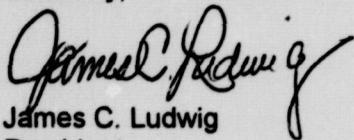
Drummond produced over 7,000,000 tons from coal mines in Alabama and 16,000,000 tons from its mining interests in Wyoming in 1996 for the electric utility industry. In addition, Drummond Coal Sales sold over 400,000 tons of non-affiliated production to other domestic U.S. markets. Norfolk Southern transported in excess of 1,000,000 tons of these coals in their hopper cars to electric utility customers in 1996.

The coal producing and consuming industries of the U.S. need cost effective transportation service and I am convinced, balanced rail competition is a necessary ingredient for that to happen. To this end, the sale of Conrail to Norfolk Southern and CSX is a logical move for them and us as we seek to build a better future for our companies.

Mr. Vernon A. Williams
May 9, 1997
Page Two

In summary, we urge the Surface Transportation Board's approval of the application of Norfolk Southern and CSX to acquire Conrail.

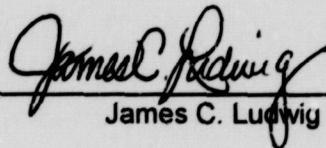
Sincerely,



James C. Ludwig
President
Drummond Coal Sales, Inc.

VERIFICATION

I, James C. Ludwig, declare under the penalty of perjury that the foregoing is true and correct. Further I certify that I am qualified and authorized to file this verified statement. Executed on May 9, 1997.



James C. Ludwig

DBK Dry Branch
Kaolin Company

SALES DEPARTMENT
Route 1, Box 468D
Dry Branch, Georgia 31020
Tel: 1-900-325-2529

May 19, 1997

Mr. Vernon Williams
Surface Transportation Board
1925 "K" street, N. W.
Washington, DC 20423

REFERENCE: Verified statement of Larry Davis on behalf of
Dry Branch Kaolin Company. STB Finance docket no. 33388

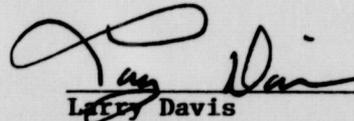
Dear Mr. Williams:

On behalf of Dry Branch Kaolin Company, I wish to express my support for the Conrail acquisition by CSX and Norfolk Southern.

Dry Branch Kaolin Company is a producer of kaolin, used in the paper, paint, ceramic and plastic industries. We have plant facilities located in Dry Branch and Jeffersonville, Georgia. We ship 90% of our product via rail, constituting approximately 14,000 carloads per year.

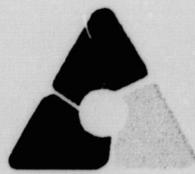
We support a plan which will result in a relatively even balance of strength between CSX and Norfolk Southern. We support any plan which promotes balanced rail competition in the territory served by Conrail. We want to have viable competitive rail service alternatives to markets which have heretofore been unavailable because of the absence of another railroad.

I, Larry Davis, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to make this statement.



Larry Davis
Traffic Coordinator
DRY BRANCH KAOLIN COMPANY

LD:cr



We put the dry in diapers AND more.™

Drypers[®]
CORPORATION

5-27-97

Mr. Vernon A. Williams, Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, D.C. 20423-0001

Dear Mr. Williams:

We support approval of the transaction which will allow CSX and Norfolk Southern to acquire Conrail and subsequently divide its assets. Since our facility is located on the lines of NS, we would welcome the benefit of increased market access for single-line rail transportation. Joint-line rail service into and out of the Northeast has tended to inhibit our ability to move this traffic, and the single-line service which NS proposes would be of benefit to us. With single-line service, I believe our facility would be able to compete in these markets with other companies enjoying single-line service into the Northeast. We have used NS for several years and have been satisfied with their service. We are confident that they would be able to provide good service on any CR lines which they acquire.

For all the reasons described above, I support the application of NS and CSX to acquire Conrail.

I Matt Moravy declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 27, 1997.

Sincerely,

Matthew J Moravy
.....



THE DSI NETWORK

N615 Communication Drive, Suite 1
Appleton, Wisconsin 54915
Phone 414-734-6030
Fax 414-734-6382

May 9, 1997

VERIFIED STATEMENT

Mr. Vernon A. Williams,
Secretary
Surface Transportation Board
12th & Constitution Ave., N.W.
Washington, D.C. 20423

RE: STB Finance Docket No. 33368

Dear Secretary Williams:

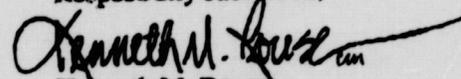
This letter is forwarded in support of the proposed joint acquisition of Conrail by CSX and Norfolk Southern, and to urge the Board approve it promptly. The DSI Network provides logistics services primarily for the domestic paper products industry. This industry has major production facilities in the eastern U.S. which will benefit from the proposed transaction and, with DSI assistance, from better effectiveness in production distribution.

Currently, the DSI Chicago area facility is Conrail served which creates significant cost and services issues for clientele located in the southeastern U.S. Substantial service cost reduction can occur with the improved rail transportation option which the transaction will provide.

As The DSI Network supports the application of CSX, Norfolk Southern, and Conrail, a request for the Board to move forward with approval in this matter is made.

I, Kenneth M. Rouse, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed this 9th day of May, 1997.

Respectfully submitted,


Kenneth M. Rouse
Regional Marketing Manager

cc: Mr. Kirk Knauff
CSX Transportation, Inc.

105

JUN. -03' 97 (TUE) 11:33 CSXI MERGER TEAM

TEL:904 633 1040

P. 002

06/03/97 10:06 FAX 404 969 5334

DSI 045

002/004

DSI Transports, Inc.

DSI Transports, Inc.
 6800 McLarin Rd.
 Fairburn, Georgia 30213
 Telephone: (404) 969-5334
 Telex: 343333 DSI
 Fax: (404) 969-5334



Responsible Care®
 A Public Commitment

May 8, 1997

To: Vernon A. Williams
 Secretary
 Surface Transportation Board
 1925 Street, NW
 Washington, D.C. 20423

Verified Statement

RE: Proposed CSX / NS / Conrail Transaction: STB Docket No. 33288

Dear Secretary Williams:

My name is David Lindsey. I am Terminal manager for DSI Transports, Inc. in Fairburn, Georgia. My office address is 6800 McLarin Rd., Fairburn, GA 30213. In my position, I am responsible for management of a 28 acre intermodal facility whereby the mode of transportation is changed from rail to highway to affect delivery to varied manufacturing customers. Our facility began business in Fairburn in September of 1982 after having entered contract agreement with CSX as our serving railroad. Our existence here and the service provided hundreds of customers would not have been possible were it not for the shared synergies gained from the partnership with CSX. I have been in my current position since 1991 and have been in this business for 20 years. I am writing to offer my and my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the STB to approve the transaction promptly.

DSI Transports, Inc. is a major carrier serving 48 states, Canada and Mexico in liquid and dry bulk transportation business. DSI is primarily a tank truck carrier, however we operate four intermodal facilities where we are an important link in our customers' distribution chain. At these four sites we accept railcars laden with major chemical companies' product, store it in railcars and fixed storage tanks and are authorized to release shipments via highway to the end users. Our Fairburn, Georgia facility is the largest of our four intermodal sites and it generates 75% of the revenue produced by these storage sites. Through the partnership with CSX we have developed this distribution concept to successfully reduce the number of highway miles traveled by trucks laden

JUN. -03' 27 (TUE) 11:33 CSXI MERGER TEAM

TEL:904 633 1040

P. 003

06/03/97 10:07 FAX 404 989 5334

DSI 045

003/004

with both nonhazardous and hazardous materials and answered the end users need for "just in time" inventory.

DSI believes that the joint acquisition would be in our best interest, as well as in the best interest of our current customers and a whole new slate of end users that rely on chemical manufacturers located in the northeast for their raw materials. We strongly urge the Board to approve this application for the reasons detailed below:

1. We believe the expansion of CSX would generate additional business opportunities for our company by tapping into a new marketplace, the northeast. We currently have customers with production facilities in the northeast that serve their customers in the southeast by production facilities on the Gulf coast through our Fairburn facility. Efficiencies could be gained by all involved if the opportunity existed whereby producers had additional options in regard to location of production utility as it relates to the direction and scope of the distribution function.
2. We are located in the metropolitan Atlanta area. Atlanta has been deemed a non-attainment area due to the poor air quality which is generated primarily by internal combustion engines. In taking commodities off highway transportation and placing the same on rail, we are positively impacting the serious issue of deteriorating air quality. This grave environmental concern is of utmost importance to all of our futures. The partnership that has existed between DSI and CSX since 1981 serves as clear example as to the benefits the entire populace can realize. It is a partnership that is fiscally sound and environmentally responsible and serves a wide variety of manufacturing interests. With the approval of the joint acquisition, we expand these environmental and economic benefits to a whole new region.
3. Since the Eastern United States transportation industry is dominated by trucking, it is a prime target for improvement measures such as removing trucks from our clogged interstate highway system. DSI is currently in negotiations with CSX to expand our intermodal services to other areas and different product lines. The proposed joint acquisition would allow for these benefits to effect a much larger area.
4. CSX has been an exemplary partner, adapting to our needs and to the needs of our customers. A trust has developed that may not have existed had the partnership been with a less responsive company.

In conclusion, DSI Transports, Inc. supports the joint CSX, NS, and Conrail application and requests that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency, have a positive impact on the environment and promote the growth of rail traffic in the East.

JUN. -03' 97 (TUE) 11:34 CSXI MERGER TEAM

TEL: 904 633 1040

P. 004

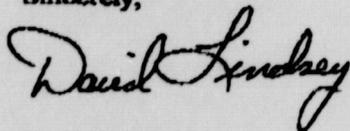
06/03/97 10:07 FAX 404 889 5334

DSI 045

004/004

I, David Lindsey, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed this 8th day of May, 1997.

Sincerely,



David Lindsey

DSM Chemicals North America, Inc.



1 Columbia Nitrogen Road
P.O. Box 2451, Augusta, Georgia 30903
Telephone (706) 849-6600, Telefax (706) 849-6999

May 29, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
1201 Constitution Avenue, NW
Washington, DC 20423

Dear Mr. Williams:

My name is Wex A. Woodard. I am the Supervisor, Physical Distribution, for DSM Chemicals North America, Inc. I have been employed by DSM for over 16 years in various management positions within the Distribution Department and currently serve as the department head. My responsibilities are wide ranging, including operations and maintenance of a 250 car private tankcar fleet, rail rate negotiations, railroad equipment ordering, and tracking and tracing of rail shipments.

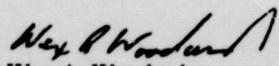
DSM produces and sells various chemicals and fertilizer products on a worldwide basis and rail transportation plays a vital role in our business as we receive and ship over 6,000 carloads annually.

We support the approval of the transaction by which CSX and Norfolk Southern will acquire control of Conrail, and then divide the assets and trackage of Conrail in the manner which has been described to me, and which will be described in the joint application of CSX and NS to control Conrail. There is a very distinct need for two financially strong competing railroads in the Northeast which own their track and facilities. We believe this transaction will increase the utilization of our private rail fleet by improved transit times, provide our customers with better service, and reduce our rail transportation costs.

For these reasons, DSM supports the transaction planned by CSX, NS and Conrail.

I, Wex A. Woodard, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file the verified statement. Executed this 29th day of May, 1997.

Sincerely,


Wex A. Woodard
Supervisor, Physical Distribution

Du BARD, INC.

916 West Darlington Street • P.O. Box 630 • Florence, SC 29501 • (803) 669-7432

May 14, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
12th and Constitution Ave. N.W.
Washington, D.C. 20423

Re: STB Finance Docket No. 33388, CSX Corporation and CSX Transportation Inc.; Northern Southern Corporation and Norfolk Southern Railway Corporation -- Control and Operating Lease/Agreements -- Conrail Inc. and Consolidated Rail Corporation.

Dear Secretary Williams:

I am writing on behalf of the acquisition and merger plan between CSX, Norfolk Southern, and Conrail railroads. It is my understanding that public comments are now being received on this issue, and I appreciate the fact that the government is interested in the opinions of those of us who work with rail shipping. I strongly support this merger because I believe it will serve the interests of businesses like ours. I hope that you and your Surface Transportation Board will agree.

We have what I believe is a very interesting company that provides what our customers consider a vital service. We're a beer wholesaler.

We've been in business for eight years and we're loving it. We know our customers are happy as well. We also provide jobs and of course pay taxes, and consider ourselves good corporate citizens.

We are CSX customers, and overall we're pleased with the service we've been getting. But our understanding of this merger plan is that it would make service better for a variety of



110

PROUD DISTRIBUTORS OF THE WORLD'S GREATEST FAMILY OF BEERS
FROM ANHEUSER-BUSCH, INC.

reasons, such as opening new markets for rail shippers, providing for faster delivery time (which is important to those of us in the beer business) and also creating more competition.

We say, bring it On!

We'll be watching the newspapers for word on your decision. We appreciate getting the chance to give our views on an issue that directly effects our livelihoods, and hope you are able to resolve this in the near future.

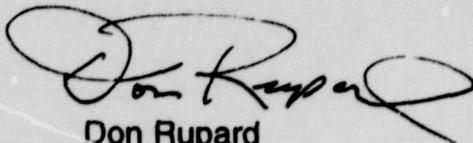
Thank you very much.

I, Don Rupard, declare under penalty of perjury that the foregoing is true and correct.

Further, I certify that I am qualified and authorized to file this verified statement.

Executed this Fourteenth day of May, 1997.

Sincerely,



Don Rupard
DuBard Inc.
916 West Darlington
Florence, SC
29501-0630

STB

FD

33388

6-23-97

A

180274V4C

3/12

May 8th, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1201 Constitution Ave. N.W.
Washington, D.C. 20423

RE: STB Finance Docket No. 33388, CSX Corporation and CSX Transportation Inc.; Norfolk Southern Corporation and Norfolk Southern Railway Corporation -- Control and Operating Lease/Agreements -- Conrail Inc. and Consolidated Rail Corporation

Dear Secretary Williams,

As a company which has experienced problems with Conrail in the past, we write today to enthusiastically support the acquisition of Conrail by CSX and Norfolk Southern.

My name is Greg Smith, and I represent Duferco Limited, 100 Metro Park South, Laurence Harbor, New Jersey, 08878-2001. Duferco is a 17-year-old steel importing business, and I was tasked with writing this letter because I serve as traffic manager and am in charge of our shipping and receiving operations. Currently, we ship approximately 150,000 tons of steel a year using a variety of rail shippers including Norfolk Southern, CSXT, Union Pacific and Conrail. We also use trucking as an alternative to rail shipping.

The proposed acquisition plan offers a number of operating changes that will address some of the inefficiency and unreliability of rail service -- problems that have hurt its ability to be competitive with more expensive truck- freight services. These include:

1. Shorter transit times between major points.
2. Expanded single-line service that is faster and more direct; allows one freight bill source, reduced EDI and lower administrative costs.
3. Better utilization of rail cars through triangulation giving steel producers, scrap recyclers and scrap processors better connections from North to South.
4. A reduction in empty freight-car miles and on-site reloads.
5. Expedited East/West service through bypassing congested terminals like Chicago and Cincinnati.
6. Opportunities to expand into new markets.

These are just a few reasons to support this acquisition. There are many others but, most importantly, this plan is fair to all players: rail carriers, trucking interests, shippers, customers and consumers. No one will like every aspect of a plan as complicated as this one, but overall it deserves approval.

I, Greg Smith, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed this 8th day of May, 1997.

Sincerely,



Greg Smith
Traffic Manager

GREG SMITH
(908) 566-3130
x515

DUFERCO SA
VIA CANTONALE 19
P. O. BOX 2228
CH- 6901 LUGANO (S. SWITZERLAND)
TELEPHONE (091) 911 34 00
TELEX 843364 DUF CH
TELEFAX (091) 911 37 00 01

Duferco

Lugano, 19 May 1997

Mr. Vernon Williams -
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street N.W.
Washington, DC 20423-0001 - U.S.A.

SUBJ.: CSX Corporation and CSX Transportation, Inc.: Norfolk Southern Corporation and Norfolk Southern Railway Company - Control and Operating Leases/Agreements - Conrail, Inc. and Consolidated Rail Corporation, STB Finance Docket No. 33388

Dear Mr. Williams,

My name is Giuseppe Meconi, I am Raw Material Responsible for Duferco S. A.

My job responsibilities include importing coking coal from different international sources (including USA) to Lucchini Group in Italy for two integrated steel mills of Piombino and Trieste.

Duferco S.A. and Lucchini Group purchase approximately 800,000 net tons of coal annually from United States.

For my company to continue importing coal from the U.S. at these tonnage levels it is essential to have strong, competitive railroads in the north-eastern United States which own their own track and facilities. The proposed acquisition and division of Conrail by NS and CSX meets my company's competitive expectations and needs. I believe the plan for Conrail lines will be beneficial for my company and for coal exports from the United States.

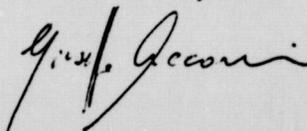
NS and CSX have prepared a comprehensive plan to provide competitive rail service.

Pennsylvania coal will be able to move by one railroad to the Virginia ports and more central Appalachian coals will be able to move single line to Baltimore for export. As a result coal importers will have better access to more types of coal.

For the above reasons Duferco S.A. supports the proposed plan for Conrail and urges the Surface Transportation Board to approve it as expeditiously as possible.

Sincerely,

Duferco S.A.
Giuseppe Meconi
Raw Material Responsible



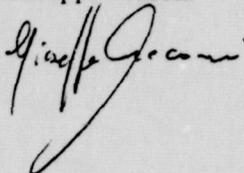
Duferco

Verified Statement
on behalf of
Duferco S.A.
Finance Docket No. 33388

I, Giuseppe Meconi, declare under penalty of perjury that the foregoing is true and correct.
Further, I certify that I am qualified and authorised to file this verified statement.

Executed on May day of 19th, 1997.

Giuseppe Meconi

A handwritten signature in black ink, appearing to read "Giuseppe Meconi", written in a cursive style.

May 14th, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1201 Constitution Ave. N.W.
Washington, D.C. 20423

RE: STB Finance Docket No. 33388, CSX Corporation and CSX Transportation Inc.; Norfolk Southern Corporation and Norfolk Southern Railway Corporation -- Control and Operating Lease/Agreements -- Conrail Inc. and Consolidated Rail Corporation

Dear Secretary Williams,

I am writing as a satisfied customer of CSX to ask that you and the other members of the Surface Transportation Board approve the pending acquisition plan for the takeover of Conrail by CSX and Norfolk Southern. My name is Jamie Flores, and I am the President of Dunan Brick Corporation, 1778 7th Avenue N, Lake Worth, Florida, 33461-3851.

Our company is new -- only a year old -- and sells brick and stone. We use CSX for all our shipping needs, and we have been a happy client. The plan that CSX and Norfolk Southern have put forth is the result of difficult deliberations with many complicated issues that needed to be resolved equitably for the good of the companies and the good of the American people.

We believe this plan accomplishes both goals. It creates two Class I railroads reaching all major markets in the East. The two carriers will be roughly the same size able to compete with one another on an even playing field.

Together, CSX and Norfolk Southern can offer shippers like us single-line service between a larger number of points by reducing interchange-related costs and delays. We can expect larger volume which will create opportunities for faster and more streamlined service networks. Increased density, bigger traffic blocks, fewer terminal stops and better equipment utilization all will help position these rail carriers as true competitors for freight now carried primarily by trucks.

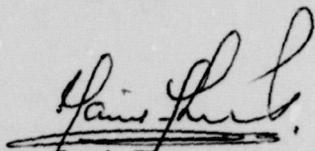
Fewer trucks means less congestion on our highways, and cleaner air for all of us to breathe. These are important factors, too.

We ask you and the other members of the STB to give serious consideration to these arguments. We believe they make a strong case for approval.

Your time and attention to this important matter is appreciated.

I, Jamie Flores declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed this 14th day of May, 1997.

Sincerely,



Jamie Flores
President



E.A. NELSON CO., Inc.
1011 Mitcheli Blvd.
FLORENCE, ALABAMA 35630
(205) 766-0356
FAX (205) 764-8026

May 14, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
12th & Constitution Ave., N.W.
Washington, D.C. 20423

RE: STB Finance Docket No. 33388, CSX Corporation and CSX Transportation Inc.; Norfolk Southern Corporation and Norfolk Southern Railway Corporation - Control and Operating Lease/Agreements - Conrail Inc. and Consolidated Rail Corporation

Dear Secretary Williams:

My name is Chad Steele, and I am Comptroller for the E.A. Nelson Company, a 40-year-old industrial equipment distributor in Florence, Alabama. As Comptroller, I am obviously very concerned with our company's costs, a major one of course being the transport of about 900 tons a year of industrial equipment -- particularly abrasive blasting materials. I am convinced that the proposed acquisition of Conrail by CSX and Norfolk Southern would lead to more cost-effective and efficient rail service for the E.A. Nelson Company, and that is why I am writing to the Surface Transportation Board to express my strong support for this application.

Our primary rail carrier right now is CSX. We have been very satisfied with the level of service provided by CSX, but we are also very excited about the opportunities an expanded CSX and Norfolk Southern network could provide.

First of all, the acquisition of Conrail lines by CSX and Norfolk Southern would create a comprehensive and vastly more efficient rail network for the eastern half of the United States. It would create two well-balanced and competitive rail carriers for the region, leading to more efficient and more cost-effective rail service for customers throughout the region as well. The E.A. Nelson Company would certainly look forward to better service at a better price -- as I am sure many other businesses would.

Integrating the CSX, Conrail and Norfolk Southern lines will also lead to extensive new single-line service opportunities in the eastern US, meaning more direct, more efficient, and more cost-effective rail service overall. More direct rail service would mean fewer interchanges and less traffic handling. More efficient rail service would mean better facility and equipment use. And more cost-effective rail service means rail can compete with now-cheaper truck transportation, easing traffic congestion and alleviating air pollution in the process.

In summary, the acquisition of Conrail by CSX and Norfolk Southern would lead to better service at a lower cost for our company, and for companies and businesses throughout the eastern US. I strongly support this application, and I urge the Surface Transportation Board to approve it.

I, Chad Steele, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement.

Executed this 14th day of May, 1997.



Chad Steele



**E.I.L.
PETROLEUM, INC.**

20 Crossways Park North, Suite 302
Woodbury, New York 11797
Tel: (516) 921-9180
Fax: (516) 921-9185

May 31, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1201 Constitution Ave. N.W.
Washington, D.C. 20423

RE: STB Finance Docket No. 33388, CSX Corporation and CSX Transportation Inc.;
Norfolk Southern Corporation and Norfolk Southern Railway Corporation -- Control
and Operating Lease/Agreements -- Conrail Inc. and Consolidated Rail Corporation

Dear Secretary Williams,

My name is Josephine Cucinella, and I oversee sales and distribution for EIL Petroleum, a 15 year-old company situated at 20 Crossways Park, Woodbury, New York, 11797-2003. We market propane and butane, and I am responsible for both market sales and shipping. We have been customers of Conrail and also use trucks for shipping needs.

Because of our experience with both rail and surface freight, we urge the Surface Transportation Board give its approval to the proposed acquisition of Conrail by CSX and Norfolk Southern.

Let me explain our support. We are concerned about routing, reliability, costs and we are especially concerned about safety. When shipping hazardous substances, we must demand first rate shippers. This proposed plan would give Norfolk Southern and CSX the financial power to improve service in the New England area.

That means single-line direct service with fewer handlings and interchanges -- fewer opportunities for problems -- a lessening of risk. That in and of itself should be enough of reason for approval.

But there is more. CSX and Norfolk Southern have committed themselves to improving Conrail track and terminals. In some places, that means expanding to double track -- again lowering risk which in this busy rail corridor is critical. The

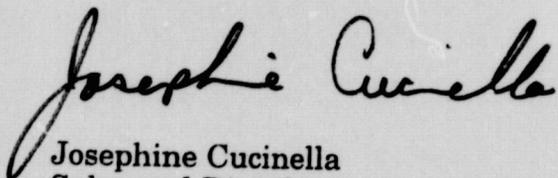
The logo for EIL, consisting of the letters 'EIL' in a bold, sans-serif font, enclosed within a black square border.

carriers have also committed to state of the art information technology equipment to monitor the status of shipments and larger fleets will mean less travel time.

Safety is paramount, but we also welcome the ability to reach markets in new regions of the country. Each of the carriers will be competing as equals providing improved service to areas with thousands of potential customers. We will have good choices for a change.

EIL Petroleum would like to see the Surface Transportation Board act on this merger request as soon as possible and act favorably.

Thank you very much for giving us this comment period.

A handwritten signature in cursive script that reads 'Josephine Cucinella'.

Josephine Cucinella
Sales and Distribution



E.R. ADVANCED CERAMICS, INC.

600 East Clark Street • East Palestine, Ohio 44413 • (330) 426-9433 • (800) 426-8808 • Fax: (330) 426-1859

May 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423

VERIFIED STATEMENT

RE: Proposed CSX/NS/Conrail Transaction
STB Finance Docket No. 33388

Dear Secretary Williams:

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly. We believe that the proposed transaction would be in our best interests, as well as in the interest of our customers because it would produce better service, better equipment utilization, and more competitive rates. With the enhanced CSX and NS systems, we expect more efficient, reliable service. We also expect that with the increased number of single-line destinations, we will be better able to penetrate new and more distant markets.

The proposed transaction would increase rail business for the combined system that would be good for all of the shippers who rely on rail. Further, trucks dominate the nation's freight markets, especially in the East. Because the new systems would create greater efficiency, it would lead to more freight traffic on the rails diverted from truck promoting more long term capital investment and ensuring that rail service would grow into the future.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, Robert Roth declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 09 day of MAY, 1997.

Robert Roth
Purchasing Agent
E.R. Advanced Ceramics

TELEPHONE: 757-853-5101
FAX: 757-853-5188 EXPORT
757-853-5128 IMPORT

FMC LICENSE 3508
CHB LICENSE 13042

E & B INTERNATIONAL, INC.
5360 ROBIN HOOD ROAD
SUITE 207
NORFOLK, VIRGINIA 23513

MAY 23, 1997

MR. VERNON A. WILLIAMS
SECRETARY
SURFACE TRANSPORTATION BOARD
1925 K STREET, N.W.
WASHINGTON, D.C. 20423-0001

DEAR MR. WILLIAMS,

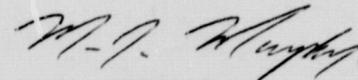
RE: CSX CORPORATION AND CSX TRANSPORTATION, INC.; NORFOLK SOUTHERN
CORP. AND NORFOLK SOUTHERN RAILWAY CO. - CONTROL AND OPERATING
LEASES/AGREEMENTS - CONRAIL, INC. AND CONSOLIDATED RAIL CORP.
STB FINANCE DOCKET NO. 33388

VERIFIED STATEMENT ON BEHALF OF E & B INTERNATIONAL, INC.
FINANCE DOCKET NO. 33388

WE ARE CUSTOMS BROKERS AND FOREIGN FREIGHT FORWARDERS. AS SUCH, WE REPRESENT SEVERAL SHIPPERS AND IMPORTERS AND ARE INVOLVED IN THE TRANSPORTATION OF THEIR PRODUCTS FROM ORIGIN TO DESTINATION.

WE ARE WRITING TO EXPRESS OUR SUPPORT OF THE ACQUISITION OF CONRAIL BY NORFOLK SOUTHERN RAILWAY AND CSX TRANSPORTATION. WE BELIEVE THAT PROVIDING RAIL COMPETITION IN THE NORTHEAST BETWEEN THESE TWO CARRIERS, WHICH HAVE STRONG RAIL SYSTEMS IN THE SOUTHEAST, WILL ENHANCE THE FLOW OF INTERMODAL TRAFFIC AND THUS IMPROVE SERVICE WHILE KEEPING PRICES COMPETITIVE. WE THEREFORE URGE THE SURFACE TRANSPORTATION BOARD TO APPROVE THE APPLICATION OF NORFOLK SOUTHERN AND CSR TO ACQUIRE CONRAIL.

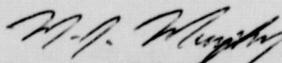
SINCERELY YOURS,
E & B INTERNATIONAL, INC.



M. J. MURPHY
VICE PRESIDENT

MJM/TS

I, MICHAEL J. MURPHY, DECLARE UNDER PENALTY OF PERJURY THAT THE FOREGOING IS TRUE AND CORRECT. FURTHER, I CERTIFY THAT I AM QUALIFIED AND AUTHORIZED TO FILE THIS VERIFIED STATEMENT. EXECUTED ON MAY 23, 1997.



M. J. MURPHY



EAGLEHAWK CARBON, INC.

P. O. Box 2780
Grundy, VA 24614



540-935-7592
540-935-7095 (fax)

May 7, 1997

Mr. Vernon A. Williams, Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, NW
Washington, DC 20423-0001

**RE: CSX Corporation and CSX Transportation, Inc.;
Norfolk Southern Corporation and Norfolk
Southern Railway Company - Control and
Operating Leases/Agreements - Conrail, Inc.
and Consolidated Rail Corporation, STB Finance
Docket No. 33388**

Dear Mr. Williams:

My name is James O. Bunn. I am President of Eaglehawk Carbon, Inc., and have maintained this position for eleven years.

Eaglehawk is a coal company. We have facilities located at Mingo and Logan Counties, West Virginia. We sell to customers located in the Northeastern and Southeastern part of the United States. During 1996, we shipped approximately 1,200,000 tons of coal to the above customers.

We support approval of the transaction which will allow CSX and Norfolk Southern to acquire Conrail and subsequently divide its assets. Since our facility is located on the lines of NS, we would welcome the benefit of increased market access for single-line rail transportation. Joint line rail service into and out of the Northeast has tended to inhibit our ability to move this traffic, and the single-line service which NS proposes would be of benefit to us. With single-line service, I believe our facility would be able to compete in these markets with other companies enjoying

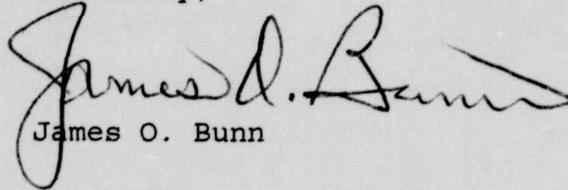
May 7, 1997

Page 2

single-line service into the Northeast. We have used NS for several years and have been satisfied with their service. We are confident that they would be able to provide good service on any Conrail lines which they acquire.

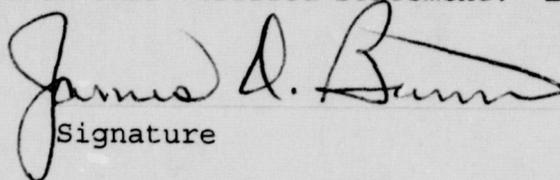
For all the reasons described above, I support the application of NS and CSX to acquire Conrail.

Sincerely,



James O. Bunn

I, James O. Bunn, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 7, 1997.



Signature

VERIFIED STATEMENT OF
Dan Latta
on behalf of
East Coast Transport, Inc.
STB Finance Docket No. 33388

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly.

Background:

I am Dan Latta, President of East Coast Transport, Inc.. East Coast Transport, Inc., is located in Paulsboro, New Jersey. I am responsible for Corporate Management. I have been in my current position since (1977) and have worked in the transportation field for (30) of years.

East Coast Transport, Inc. Is a Contract carrier and Broker in Paulsboro, NJ.

An efficient and cost competitive transportation infrastructure is essential to the success of our business. East Coast Transport, Inc. receives approximately (25000) truckloads of all types of freight) and moves approximately (500) loads annually by rail. The joint acquisition of Conrail will be in East Coast Transport, Inc.'s best interest since the enhanced CSX system would be capable of providing a complete competitive Intermodal product with associated efficiencies.

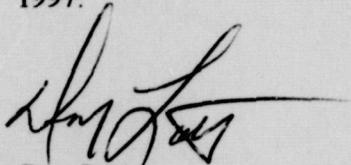
We strongly urge the Board to approve this application for the reasons detailed below:

1. We believe that the joint acquisition of Conrail will produce better service and more competitive rates. We expect the joint acquisition to result in a more efficient system with more opportunities to triangulate, thereby allowing for more efficient equipment utilization.
2. We also anticipate that the joint acquisition will result in expanded markets with an increased number of destinations and origins available. This benefit is important to East Coast Transport, Inc. Because the enhanced CSX system will allow us more flexibility to expand the market for our entire produce line.
3. We expect increased competitive access to ports in the New York and New Jersey areas.
4. We are convinced that the joint acquisition of Conrail will result in more Intermodal service land options, which, in turn, will benefit all the shippers that rely on rail. The enhanced CSX system will be able to achieve greater operational and terminal efficiencies. The acquisition will promote more long term capital investment and ensure that rail service grows into the future. These developments are critically important to all freight shippers.

In conclusion, we support the application of Conrail, CSX, and NS and request that the

Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of transportation options in the East.

I, Dan Latta, declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 14th day of May, 1997.

A handwritten signature in black ink, appearing to read 'Dan Latta', with a long horizontal flourish extending to the right.

Dan Latta
East Coast Transport

**EAST KENTUCKY POWER COOPERATIVE, Inc.**

4758 Lexington Road (40391)
P.O. Box 707
Winchester, Kentucky 40392-0707
Tel. (606) 744-4812
Fax. (606) 744-6008

May 22, 1997

Surface Transportation Board
Room 2215
1201 Constitutional Avenue, NW
Washington, DC 20434

Attention: Mr. Vernon A. Williams

Dear Gentlemen:

Subject: Statement of Randy Dials
On Behalf of East Kentucky Power Cooperative, Inc.
STB Finance Docket No.: 33388

My name is Randy Dials, and I am Manager, Fuel Procurement Process for East Kentucky Power Cooperative, Inc. I have held this position since 1991.

East Kentucky Power Cooperative, Inc., provides electric utility service to approximately 384,000 customers located in the eastern two-thirds of Kentucky. East Kentucky Power Cooperative, Inc., owns and operates three coal-fired plants located at Maysville, Somerset, and Ford, Kentucky. Approximately 99 percent of our annual electric output is generated by using coal.

East Kentucky Power Cooperative, Inc. supports the joint acquisition of CONRAIL because we believe this proposed merger is positive and, if approved, will offer better and expanded service opportunities. This would permit East Kentucky Power Cooperative, Inc., to keep transportation costs down while receiving faster coal delivery.

Thank you for your consideration.

Sincerely,

Randy Dials
Manager, Fuel Procurement Process

RD:DL:gh

EAST RIVER COAL COMPANY

RONALD L. WHALEN, JR.

1008 Southwood Lane
P.O. Box 1451
Bluefield, WV 24701-1451

(304) 327-2596
(304) 325-3708 FAX

May 15, 1997

The Honorable Vernon A. Williams
Office of the Secretary
Case Control Branch
Surface Transportation Board
Attn: STB Finance Docket # 33286
1201 Constitution Avenue, N. W.
Washington, D. C. 20423-0001

Dear Mr. Williams:

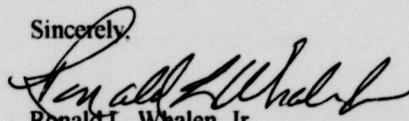
My name is Ronald L. Whalen Jr., President of East River Coal Co. I have held executive sales positions within the coal industry for over thirty (30) years and involved exclusively with coal sales during the last seventeen (17) years. As owner of East River Coal Co. I am involved with coal sales throughout the eastern United States and overseas. East River Coal Co. is responsible for the sale of over 1.3 million tons from rail facilities located on the Norfolk Southern system to various domestic and export customers.

Joint line rail service into the Northeast has not allowed full access to markets that could be valuable to us. We support approval of the transaction which will allow Norfolk Southern and CSX to acquire Conrail and divide the assets. We would welcome the benefit of increased market access from single line rail transportation that will provide us an additional customer base previously unattainable.

Norfolk Southern has served us well for many years and since deregulation the Norfolk Southern has proven to be a valuable partner in the transportation and marketing of our coal domestically and worldwide.

We urge the board to approve the joint application of CSX and Norfolk Southern.

Sincerely,


Ronald L. Whalen, Jr.
President

VERIFICATION

I, Ronald L. Whalen, Jr., declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement.

Signed: 
Executed: May 15, 1997



TELEPHONE (800) 423-7423

Philadelphia Area (215) 537-1000

FAX

Baltimore (410) 494-0582

Boston (617) 932-4838

Hartford (203) 529-2275

Newark (201) 923-1069

Philadelphia (215) 537-8575

Richmond (804) 648-2927

Rochester (716) 232-7804

April 28, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423

VERIFIED STATEMENT

RE: Proposed CSX/NX/Conrail Transaction
STB Finance Docket No. 33388

Dear Secretary Williams:

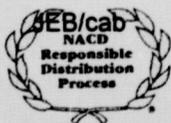
I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NX and to urge the Board to approve it promptly. We believe that the proposed transaction would be in our best interests, as well as in the interest of our customers because it would produce better service, better equipment utilization, and more competitive rates. With the enhanced CSX and NS systems, we expect more efficient, reliable service. We also expect that with the increased number of single-line destinations, we will be better able to penetrate new and more distant markets.

The proposed transaction would increase rail business for the combined system that would be good for all of the shippers who rely on rail. Further, trucks dominate the nation's freight markets, especially in the East. Because the new systems would create greater efficiency, it would lead to more freight traffic on the rails diverted from truck promoting more long-term capital investment and ensuring that rail service would grow into the future.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, James E. Bodner, declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 28th day of April, 1997.

James E. Bodner
Vice President, Finance & Operations
Eastech Chemical, Inc.



EASTECH CHEMICAL INC. • 5700 TACONY STREET • PHILADELPHIA, PA 19135-4312

Warehouses: Philadelphia, PA • Ayer & Woburn, MA • Richmond, VA

VERIFIED STATEMENT OF Frances Hykes

Eastern Distribution, Inc.

May 22, 1997

**Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket #33388
1925 K Street, NW
Washington, D.C. 20423-0001**

RE: CSX Corporation and CSX Transportation Incorporated; Norfolk Southern Corporation and Norfolk Southern Railway Company - Control and Operating Leases/Agreements; Conrail Incorporated and Consolidated Rail Corporation, STB Finance Docket No. 33388

Dear Mr. Williams:

My name is Frances Hykes. I am the President, CEO of Eastern Distribution Incorporated with headquarters in Greenville, SC. My office is located at 1502 Antioch Church Road, Greenville, SC 29605.

Eastern Distribution Incorporated is a public warehouse facility. Transportation is a vital factor to the success of our business. We utilize truck and rail, divided 25% rail and 75% trucking in eight warehouses with more than 700,000 square feet of storage space.

Primarily, we ship to the Southeast and receive from all over the country, mostly from the mid North region in the United States and from Canada. Some of our

shipments are to and from locations in the Northeast and Midwest on Conrail.

We understand that Norfolk Southern and CSX are asking the Surface Transportation Board to approve their acquisition of Conrail.

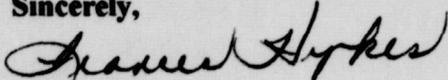
We support Norfolk Southern and CSX's plan. We think it will enable us to expand our market into areas we have hitherto been unable to reach because of what we can only perceive to be impediments placed in our way by Conrail with objectives and goals differing from those of Norfolk Southern. We sincerely believe that Norfolk Southern is a well-managed, efficient customer-oriented railroad and would like very much to see those attributes injected into Conrail territory.

Finally, we support and endorse the Norfolk Southern/CSX plan to introduce rail competition into areas in which Conrail has enjoyed a virtual monopoly since its formation in the 1970's.

We think the Norfolk Southern/CSX plan before the Surface Transportation Board does this and we therefore support it.

I, Frances Hykes declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on this 22nd day of May 1997.

Sincerely,



Frances Hykes
President
Eastern Distribution Incorporated

EASTERN EXPORT CO., INC.

International Freight Forwarders

966 NORFOLK SQUARE
NORFOLK, VIRGINIA 23502

RE: CSX Corporation and CSX Transportation, Inc.; Norfolk Southern Corporation and Norfolk Southern Railway Company — Control and Operating Leases/Agreements — Conrail, Inc. and Consolidated Rail Corporation, STB Finance Docket No 33388.

VERIFIED STATEMENT OF
Eastern Export Co., Inc.
FINANCE DOCKET NO. 33388

May 28, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, D.C. 20423-0001

Dear Mr. Williams;

My name is Grady Tribble and I am President of Eastern Export Co., Inc., 966 Norfolk Square, Norfolk, VA 23502. Eastern Export Co., Inc. is a International Freight Forwarder and has been in business for 33 years and owned Eastern Export Co., Inc. for 21 years.

It is my understanding that CSX and NS intend to file an application to control Conrail, and to divide and operate its routes as part of their existing systems. I also understand that a key element of the NS plan is improved and expanded intermodal (and multimodal) services. Extended NS intermodal service will help to meet our transportation needs throughout the territory now served by Conrail. Opening Conrail markets to service by two rail carriers of comparable size and scope, each with its own tracks and terminals, will offer us the advantages of competitive service and pricing without fragmenting the market and hurting service. For too long, customers which ship or receive product into and out of the Northeast have had the service of only one rail carrier. And as is the case when only one company is able to operate in a particular market, service suffers and the price is non-competitive. While there may have been an historical reason for insulating northeastern railroading from competition, that time is

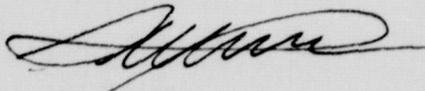
past, and it is time for customers interested in this market to have service by more than one rail carrier which owns its facilities. And, the rail carriers which will compete in the Northeast should not be just any rail carriers. They must be carriers which are of comparable size and scope, and provide a competitive service.

In addition to the competitive reasons stated above, my company would welcome the extension of NS service into the northeast. NS's capital investment in its intermodal facilities and service are well known in the industry, as are its strong commitments to growth and service. Further, we have been impressed with NS's commitment to safety, as evidenced by its evidence of continued success in winning the Harriman Award.

To summarize, we believe that approval of the application of CSX and NS to acquire Conrail should be approved by the STB.

I, Grady Tribble, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 28, 1997.

Sincerely,



Grady Tribble
President
Eastern Export Co., Inc.

EASTERN INDUSTRIAL MINERALS, INC.

2100 LINE STREET
BRUNSWICK, GEORGIA
31520

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20323-0001

RE: Finance Docket No. 33388, CSX Corporation and CSX Transportation, Inc. Norfolk Southern Railway Company - Control and Operating Leases/Agreements - Conrail Inc. and Consolidated Rail Corporation

Dear Mr. Williams:

My name is Peg McBride and I am the Controller of Eastern Industrial Minerals. I have held my present position for 10 years. My duties include rail distribution in North America.

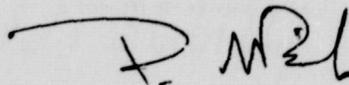
Eastern Industrial Minerals is an importer, processor, and distributor of industrial minerals. Our facility is located in Brunswick, Georgia and we are served by Norfolk Southern & CSX. The facilities of our customers are located on the lines of CSX/CR/NS/CN/UP. During 1996, we shipped 1500 carloads to these destinations.

It is in Eastern Industrial Minerals best interest to move the above merger review process forward as expeditiously as possible. We are concerned that a protracted merger proceeding could lead to service failures by the involved railroads.

Eastern Industrial Minerals respectfully requests that the Board accept the 255 day procedural schedule as published in the Monday, April 21, 1997 edition of the Federal Register.

I, Peg McBride, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on 5/28, 1997.

Sincerely,



Peg McBride
Controller

EASTERN **TRANSPORT & WAREHOUSING** **AMERICA**™

DAVID C. WENGER
President and Chief Executive Officer

VERIFIED STATEMENT OF:

EASTERN AMERICA TRANSPORT AND WAREHOUSING, INC. **FINANCE DOCKET NO. 33388**

May 29, 1997

Vernon A. Williams, Secretary
Norfolk Southern Co.
3 Commercial Place
Norfolk, VA 23510

Dear Mr. Williams,

My name is David C. Wenger, and I am Chairman, President and CEO of Eastern America Transport and Warehousing, Inc.; 8501 Hegerman Street, Philadelphia, Pa. 19136. I have held my current position for eighteen(18) years. My responsibilities include negotiation and purchase of transportation services, daily oversight of the company, legal and financial issues and major labor issues.

Eastern America Transport and Warehousing, Inc. is a full service transportation, warehousing and logistics company operating throughout North America. Eastern America operates offices, truck terminals and warehouses at eleven locations in the states of Virginia, Maryland, Delaware, Pennsylvania, New Jersey, New York and Massachusetts. Additionally, we move shipments throughout North America by truck, rail intermodal and box-car. We work with the Norfolk Southern across their entire system. We also work with other railroads; namely CSX, Conrail, Florida East Coast, Kansas City Southern, UPSP, BNSF, Wisconsin Central, Canadian Pacific, Canadian Northern, Illinois Central, and Guilford Industries.

Eastern America requires high speed, economical and reliable transpor-

tation services in both its intermodal and boxcar operations.

We strongly support the NS/CSX efforts to acquire and divide the Conrail system. It strains the imagination of this writer to conceive a more ideal methodology for increasing competition in areas where Conrail has been the only rail carrier.

These two rail carriers of comparable size, both with significant assets, will introduce formidable competition into the Northeast corridor of the United States.

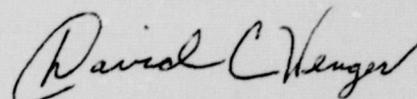
Intermodal continues to grow at record levels and Norfolk Southern has been a leader in world class intermodal facilities, technology and operations. Their skills in cost reduction and on time performance is only exceeded by their outstanding safety record.

Growth of our nation is measured by the success of our small and medium size businesses. To that end, no rail carrier has shown any greater attention and commitment to those emerging enterprises than Norfolk Southern.

Needless to say, we are in strong support of the proposed NS and CSX application to acquire and divide Conrail.

I, David C. Wenger, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 29, 1997.

Sincerely,



David C. Wenger
President and CEO

Eastland **CRANE SERVICE**

Located at 1-70 & Hamilton Rd.

VERIFIED STATEMENT OF
EASTLAND CRANE SERVICE
FINANCE DOCKET NO. 33388

MR. VERNON WILLIAMS
SECRETARY
SURFACE TRANSPORTATION BOARD
STB FINANCE DOCKET NO. 33388
1925 K STREET, NW.
WASHINGTON, D.C. 20423-0001

DEAR MR. WILLIAMS;

MY NAME IS ROBERT M. MARSHALL, AND I AM PRESIDENT OF EASTLAND CRANE SERVICE WHICH IS LOCATED AT 2190 S. HAMILTON RD. COLUMBUS, OHIO 43232. I HAVE HELD MY PRESENT POSITION OVER 25 YEARS. MY DUTIES INCLUDE THE RUNNING AND OPERATIONS OF A CRANE COMPANY.

EASTLAND CRANE SERVICE IS A CRANE COMPANY WHICH HAS NUMEROUS SIZE CRANES WHICH ARE CAPABLE OF LIFTING HEAVY EQUIPMENT FOR WHATEVER THE REASON MAY BE. WE WORK WITH NS AS THE FOLLOWING LOCATIONS; 1855 WATKINS RD. COLS, OHIO 43207, 2450 FAIRWOOD AVE. COLS, OH 43207 AND 1065 JOYCE AVE. COLS, OH 43219. IN ADDITION, WE WORK WITH OHIO CENTRAL RAILROAD AT 136 S. FIFTH ST. IN COSHOCTON, OHIO.

BASED UPON OUR EXPERIENCE IN PROVIDING THE SERVICES DESCRIBED ABOVE AND WORKING WITH VARIOUS RAILROADS, WE WOULD LIKE TO EXPRESS OUR SUPPORT OF NORFOLK SOUTHERN AND CSX IN THEIR EFFORTS TO ACQUIRE CONRAIL, AND THEN DIVIDE THE CONRAIL SYSTEM. THERE IS A NEED FOR COMPETITION IN THE TERRITORY SERVED BY CONRAIL, AND FOR TWO COMPETING RAILROADS IN THE NORTHEAST WHICH OWN THEIR OWN TRACK AND FACILITIES. FOR TOO LONG, CUSTOMERS WHICH SHIP OR RECEIVE PRODUCT INTO AND OUT OF THE NORTHEAST HAVE HAD THE SERVICE OF ONLY ONE RAIL CARRIER, AND AS IS THE CASE WHEN ONLY ONE COMPANY IS ABLE TO OPERATE IN A PARTICULAR MARKET, SERVICE SUFFERS AND THE PRICE IS NON-COMPETITIVE. WHILE THERE MAY HAVE BEEN AN HISTORICAL REASON FOR INSULATING NORTHEASTER RAILROADING FROM COMPETITION, THAT TIME IS PAST, AND IT IS TIME FOR CUSTOMERS INTERESTED IN THIS MARKET TO HAVE SERVICE BY MORE THAN ONE RAIL CARRIER WHICH OWNS ITS FACILITIES. AND THE RAIL CARRIER WHICH WILL COMPETE IN THE NORTHEAST SHOULD NOT

2191 S. Hamilton Rd. • Columbus, Ohio 43232
TEL (614) 868-9750 • FAX (614) 866-9758

Eastland CRANE SERVICE

Located at 1-70 & Hamilton Rd.

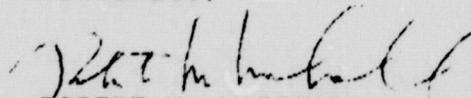
BE JUST ANY RAIL CARRIERS. THEY MUST BE CARRIERS WHICH ARE OF COMPARABLE SIZE AND SCOPE, AND PROVIDE A COMPETITIVE SERVICE.

GROWTH IN THE INTERMODAL INDUSTRY WILL BENEFIT MY COMPANY. PROVIDING RAIL COMPETITION IN THE NORTHEAST, PARTICULARLY FROM TWO COMPETITORS WHICH HAVE STRONG RAIL SYSTEMS IN THE SOUTHEAST, SHOULD PROMOTE THE GROWTH OF INTERMODAL TRAFFIC, WHICH IN TURN WILL ENHANCE MY BUSINESS AS A SUPPLIER TO THE INTERMODAL INDUSTRY. NS'S CAPITAL INVESTMENT IN ITS INTERMODAL FACILITIES AND SERVICE ARE WELL KNOWN IN THE INDUSTRY, AS ARE ITS STRONG COMMITMENTS TO GROWTH AND SERVICE. FURTHER, WE HAVE BEEN IMPRESSED WITH NS'S COMMITMENT TO SAFETY, AS EVIDENCED BY ITS EVIDENCE OF CONTINUED SUCCESS IN WINNING THE HARRIMAN AWARD.

TO SUMMARIZE, WE BELIEVE THAT APPROVAL OF THE APPLICATION OF NS AND CSX TO ACQUIRE CONRAIL SHOULD BE APPROVED BY THE STB.

I, ROBERT M. MARSHALL, DECLARE UNDER PENALTY OF PERJURY THAT THE FOREGOING IS TRUE AND CORRECT. FURTHER, I CERTIFY THAT I AM QUALIFIED AND AUTHORIZED TO FILE THIS VERIFIED STATEMENT. EXECUTED ON MAY 29, 1997.

SINCERELY,



ROBERT M. MARSHALL
PRESIDENT/EASTLAND CRANE
SERVICE

2191 S. Hamilton Rd. • Columbus, Ohio 43232

TEL (614) 868-9750 • FAX (614) 866-9758

139

VERIFIED STATEMENT OF LINDA L. KELLEY

On behalf of
EASTMAN KODAK COMPANY
FINANCIAL Docket No. 33388

I am the Manager of Inbound Transportation, Rail and Bulk, at Eastman Kodak Company, Rochester, New York.

For the past 15 years I have been responsible for the inbound transportation of raw materials used in our manufacturing process. My responsibilities include, but are not limited to, negotiating rail rates and contracts and maintaining a relationship with the railroads who provide delivery of the raw materials. Our mission is to be the "World Leader in Imaging". Our goal is to increase our market share as the largest manufacturer of film, chemicals and paper used for taking pictures not only by individual consumers, but also in various industries like Publishing, Entertainment, Professional and the Health markets.

Our major manufacturing facility is located in Rochester, NY and rail service is a vital part of our operations. It constitutes 40-50% of the transportation expense of inbound goods. We handle between 10,000 and 15,000 carloads of coal and raw materials at our site each year.

The agreement, reached by the CSX Corporation and the Norfolk Southern Corporation, announced jointly in a press release issued April 8, 1997, contained plans of the two railroads, to jointly seek approval of the acquisition and division of the routes and assets of Conrail, Incorporated. Sales Representatives of both railroads have personally described this as the same plan to be presented to the Surface Transportation Board for consideration, Financial Docket 33388. It is their belief approval will create balanced competition, restore competition where there is only single service today and improve service to customers.

As a user of rail services, the plans proposed by CSX and Norfolk Southern appear to be very encouraging. We support the merger, as long as the details of the application match the information which has been published so far. We will be sharing these comments with both Norfolk Southern and CSX Corp as well as the appropriate State agencies and the Surface Transportation Board at the appropriate time.

The issues important to the continued growth and future competitive position of our company involving the Conrail acquisition and divestiture of the assets, tracks and trackage rights are as follows:

1. We must continue to maintain our present position of dual rail service to Kodak Park from financially sound carriers, which today offer competitive, reliable rail service.

Currently, Kodak is fortunate to be in the unique position of having direct service to our manufacturing facility from two railroads - - Conrail and the Rochester & Southern Railroad, a short line railroad owned by Genesee and Wyoming, Inc.

Having two railroads offers a choice of competitive routes for shipping or receiving bulk commodities of raw materials to/from points West and Southwest. This is an advantage we do not want to lose either directly or indirectly due to impacts of the proposal on either railroad serving our facility.

It is also important to have the ability to interline our rail shipments to other rail carriers in Buffalo, NY. Therefore, we need assurance today's process of 'open access' will continue for the Rochester & Southern Railroad. If CSX will own the Conrail line in Buffalo, these interline connections, while providing reliable service, must continue to be available at reasonable rates.

2. It will be an exceptionally favorable opportunity to have two carriers share access to the rail lines serving the Monongahela coal fields located in Pennsylvania and West Virginia. Such shared access was listed in the announced plan.

This shared access would truly foster competition since we currently have access to coal through only one railroad at origin. The final determination of the services to be available from the coal mines must include reasonable and equitable joint facility charges at origin.

Reasonable and reliable rail transport of coal to our steam and electric co-generation plants, the largest such industrial site in New York State, is critical to the economic production of our products. Joint access to the coal fields, linked with our present dual delivery capability, assures us of competitive transportation rates for coal and will help our photographic products remain competitive in the marketplace.

3. It is important to continue to maintain and improve service for our import/export ocean container freight. Our opportunities for container freight may be expanded if both railroads will serve the East coast ports and jointly share operations as indicated in preliminary information.

Kodak is the 12th largest importer/exporter in the United States and the majority are shipped in ocean containers. Railroads are used by Kodak to transport some of these containers to and from coastal ports.

With an approximate annual volume exceeding 10,000 containers, the potential to expand the usage of rail service, resulting from competitive access to the Eastern ports, will help maintain our competitive position in global markets.

In closing, we are hopeful the application being presented to the Surface Transportation Board matches the spirit of the April press release and advanced information. If a merger is granted, we will truly see competitive rates and service options established for all phases of Eastman Kodak Company's rail business.

In that spirit, we support the joint Docket No. 88833.

I Linda L. Kelley, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed 23 day of May, 1997.

Linda L. Kelley

EASTWOOD CARRIERS, INC.

April 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423

VERIFIED STATEMENT

RE: Proposed CSX/NS/Conrail Transaction
STB Finance Docket No. 33388

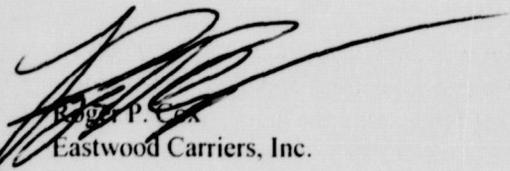
Dear Secretary Williams:

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly. We believe that the proposed transaction would be in our best interests, as well as in the interest of our customers because it would produce better service, better equipment utilization, and more competitive rates. With the enhanced CSX and NS systems, we expect more efficient, reliable service. We also expect that with the increased number of single-line destinations, we will be better able to penetrate new and more distant markets.

The proposed transaction would increase rail business for the combined system that would be good for all of the shippers who rely on rail. Further, trucks dominate the nation's freight markets, especially in the East. Because the new systems would create greater efficiency, it would lead to more freight traffic on the rails diverted from truck promoting more long term capital investment and ensuring that rail service would grow into the future.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, Roger P. Cox, declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 28th day of April, 1997.


Roger P. Cox
Eastwood Carriers, Inc.

April 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423

VERIFIED STATEMENT

RE: Proposed CSX/NS/Conrail Transaction
STB Finance Docket No. 33388

Dear Secretary Williams:

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly. We believe that the proposed transaction would be in our best interests, as well as in the interest of our customers because it would produce better service, better equipment utilization, and more competitive rates. With the enhanced CSX and NS systems, we expect more efficient, reliable service. We also expect that with the increased number of single-line destinations, we will be better able to penetrate new and more distant markets.

The proposed transaction would increase rail business for the combined system that would be good for all of the shippers who rely on rail. Further, trucks dominate the nation's freight markets, especially in the East. Because the new systems would create greater efficiency, it would lead to more freight traffic on the rails diverted from truck promoting more long term capital investment and ensuring that rail service would grow into the future.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, Trevor West, declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 1 day of MAY, 1997.

Trevor West

Trevor West
EchoWest, Inc.

May 15, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1201 Constitution Avenue, NW
Washington, DC 20423

RE: STB Finance Docket No. 33388, CSX Corporation and CSX Transportation.; Norfolk Southern Corporation and Norfolk Southern Railway Corporation -- Control and Operating Lease/Agreements -- Conrail Inc. and Consolidated Rail Corporation

Dear Secretary Williams:

My name is Sharon Flynn and I am employed as the Senior Chemical Buyer for Ecolab, Inc., a manufacturer of cleaning and sanitizing products located in Joliet, Illinois. Our company receives shipments of chemicals totaling approximately 73 million pounds every year which we use to produce our products. To meet our current shipping needs, we rely on both rail transportation and trucking service. We are a customer of CSX Corporation, which is why I am writing to you today.

It is my understanding that the Surface Transportation Board will soon consider a proposal by CSX and Norfolk Southern to acquire Conrail and divide up that company's rail lines to create two stronger, broader rail networks. Our company supports this plan and we urge the Board to approve it without further delay.

One of the most significant problems we run into when using rail transportation is the time and money spent at interchanges, switching from one rail carrier to another. While interchanges are an inevitable part of rail service today, they need not be so tomorrow. Under the CSX-Norfolk Southern plan, both companies would be able to match up the Conrail lines that best fit their network and therefore expand the level of single line service they can offer. Single line service minimizes interchanges and speeds up delivery time. It is the most direct and efficient way to ship by rail.

More single line service has additional benefits as well. First of all, it is less expensive because it minimizes line switching and delays. Delays -- up to 24 hours in most cases -- add a great deal to shipping costs. Second, it would expand competition within the freight transportation industry as a whole. Right now, trucking service dominates many shipping routes

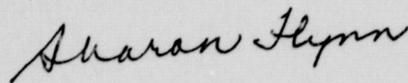
because rails can't offer a flexible, cost effective alternative. With more single line routes, both CSX and Norfolk Southern would be able to challenge trucking's dominance. More competition would result in better service and lower prices.

We believe the CSX-Norfolk Southern plan offers tremendous benefits for companies like ours that rely on the nation's freight transportation system. We urge the Board to approve this plan so we can realize the savings and improved service from more competition and more single line rail routes. Thank you for your time and consideration.

I, Sharon Flynn, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement.

Executed this 15th day of May, 1997

Sincerely,

A handwritten signature in cursive script that reads "Sharon Flynn".

Sharon Flynn

ECONOMY OIL COMPANY

33rd and Church Streets
Latonia, Kentucky 41015
606/431-3640

FINANCE DOCKET NO. 33388

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, D.C. 20423-0001

Dear Mr. Williams:

My name is John Beck, and I am Owner of Economy Oil, 107 East 33rd Street, Covington, KY. 41015. Enconomy Oil has been in business for over 50 years as a supplier of diesel fuel. We supply diesel fuel for Norfolk Southern Corporation at Cincinnati, Ohio.

Based upon our experience in providing the services described above and working with various railroads, we would like to express our support of Norfolk Southern and CSX in their efforts to acquire Conrail, and then divide the Conrail system. There is a need for competition in the territory served by Conrail, and for two competing railroads in the Northeast which own their own track and facilities. For too long, customers which ship or receive product into and out of the Northeast have had the service of only one rail carrier. And as is the case when only one company is able to operate in a particular market, service suffers and the price is non-competitive. While there may have been an historical reason for insulating northeastern railroading from competition, that time is past, and it is time for customers interested in this market to have service by more than one rail carrier which owns its facilities. And, the rail carriers which will compete in the Northeast should not be just any rail carriers. They must be carriers which are of comparable size and scope, and provide a competitive service.

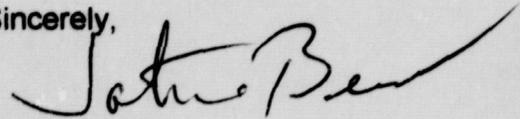
Growth in the intermodal industry will benefit my company. Providing rail competition in the Northeast, particularly from two competitors which have strong rail systems in the Southeast, should promote the growth of intermodal traffic, which in turn will enhance my business as a supplier to the intermodal industry. NS's capital investment in its intermodal facilities and service are well known in the industry, as are its strong commitments to growth and service. Further, we have been impressed with NS's

commitment to safety, as evidenced by its evidence of continued success in winning the Harriman Award.

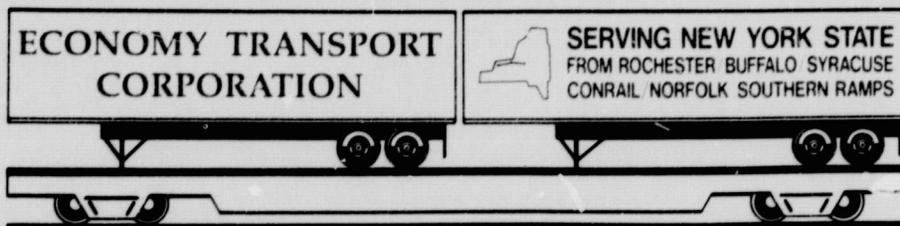
To summarize, we believe that approval of the application of NS and CSX to acquire Conrail should be approved by the STB.

I, John Beck, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 28, 1997.

Sincerely,

A handwritten signature in black ink that reads "John Beck". The signature is written in a cursive style with a long, sweeping underline that extends to the right.

John Beck



VERIFIED STATEMENT OF
ECONOMY TRANSPORT CORPORATION
FINANCE DOCKET NO. 33388

MR. VERNON A. WILLIAMS
SECRETARY
SURFACE TRANSPORTATION BOARD
1925 K STREET N.W.
WASHINGTON, D.C. 20423-0001

DEAR MR. WILLIAMS:

MY NAME IS VIRGINIA M. GAGLIANO, AND I AM CHIEF EXECUTIVE OFFICER OF ECONOMY TRANSPORT CORPORATION, 955 BUFFALO ROAD, ROCHESTER, NEW YORK 14624. I HAVE HELD MY POSITION FOR EIGHT YEARS. MY DUTIES INCLUDE OVERSEEING ALL ASPECTS OF THE OPERATION OF THE CORPORATION.

ECONOMY TRANSPORT CORPORATION IS AN INTERMODAL DRAYAGE COMPANY. WE WORK WITH NORFOLK SOUTHERN AT BUFFALO, NEW YORK. IN ADDITION, WE WORK WITH CONRAIL AT SYRACUSE, NEW YORK. DURING 1996 WE RECEIVED CARLOADS, CONTAINERS AND TRAILERS FROM THESE TWO TERMINALS.

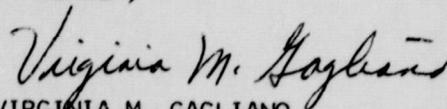
BASED ON OUR EXPERIENCE IN PROVIDING THE SERVICES DESCRIBED ABOVE AND WORKING WITH VARIOUS RAILROADS, WE WOULD LIKE TO EXPRESS OUR SUPPORT OF NORFOLK SOUTHERN AND CSX IN THEIR EFFORTS TO ACQUIRE CONRAIL, AND THEN DIVIDE THE CONRAIL SYSTEM. THERE IS A NEED FOR COMPETITION IN THE TERRITORY SERVED BY CONRAIL, AND FOR TWO COMPETING RAILROADS IN THE NORTHEAST WHICH OWN THEIR OWN TRACK AND FACILITIES. FOR TOO LONG, CUSTOMERS WHICH SHIP OR RECEIVE PRODUCT INTO AND OUT OF THE NORTHEAST HAVE HAD THE SERVICE OF ONLY ONE RAIL CARRIER. AND AS IS THE CASE WHEN ONLY ONE COMPANY IS ABLE TO OPERATE IN A PARTICULAR MARKET, SERVICE SUFFERS AND THE PRICE IS NON-COMPETITIVE. WHILE THERE MAY HAVE BEEN AN HISTORICAL REASON FOR INSULATING NORTHEASTERN RAILROADING FROM COMPETITION, THAT TIME IS PAST, AND IT IS TIME FOR CUSTOMERS INTERESTED IN THIS MARKET TO HAVE SERVICE BY MORE THAN ONE RAIL CARRIER WHICH OWNS ITS FACILITIES. AND, THE RAIL CARRIERS WHICH WILL COMPETE IN THE NORTHEAST SHOULD NOT BE JUST ANY RAIL CARRIERS. THEY MUST BE CARRIERS WHICH ARE OF COMPARABLE SIZE AND SCOPE, AND PROVIDE A COMPETITIVE SERVICE.

GROWTH IN THE INTERMODAL INDUSTRY WILL BENEFIT MY COMPANY. PROVIDING RAIL COMPETITION IN THE NORTHEAST, PARTICULARLY FROM TWO COMPETITIVE COMPANIES WHICH HAVE STRONG RAIL SYSTEMS IN THE SOUTHEAST, SHOULD PROMOTE THE GROWTH OF INTERMODAL TRAFFIC, WHICH IN TURN WILL ENHANCE MY BUSINESS AS A SUPPLIER TO THE INTERMODAL INDUSTRY. NORFOLK SOUTHERN/S CAPITAL INVESTMENT IN THE INTERMODAL FACILITIES AND SERVICES OF THEIR TERMINALS, ARE WELL KNOWN IN THE INDUSTRY, AS ARE THE STRONG COMMITMENTS TO GROWTH AND SERVICE. FURTHER, WE HAVE BEEN IMPRESSED WITH NORFOLK SOUTHERN'S COMMITMENT TO SAFETY, AS EVIDENCED BY ITS EVIDENCE OF CONTINUED SUCCESS IN WINNING THE HARRIMAN AWARD.

TO SUMMARIZE, WE BELIEVE THAT APPROVAL OF THE APPLICATION OF NORFOLK SOUTHERN AND CSX TO ACQUIRE CONRAIL SHOULD BE APPROVED BY THE STB.

I, VIRGINIA M. GAGLIANO, DECLARE UNDER PENALTY OF PERJURY THAT THE FOREGOING IS TRUE AND CORRECT. FURTHER, I CERTIFY THAT I AM QUALIFIED AND AUTHORIZED TO FILE THIS VERIFIED STATEMENT. EXECUTED ON MAY 19TH, 1997.

SINCERELY,



VIRGINIA M. GAGLIANO
CHIEF EXECUTIVE OFFICER
ECONOMY TRANSPORT CORPORATION



EGI WAREHOUSE, INC.
P. O. Box 3278
Brockton, MA 02404 - 3278
(508) 584-0613

April 1997

Complete Warehouse Facilities

FOR DRY • CHILLED or FROZEN PRODUCTS

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423

VERIFIED STATEMENT

RE: Proposed CSX/NS/Conrail Transaction
STB Finance Docket No. 33388

Dear Secretary Williams:

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly. We believe that the proposed transaction would be in our best interests, as well as in the interest of our customers because it would produce better service, better equipment utilization, and more competitive rates. With the enhanced CSX and NS systems, we expect more efficient, reliable service. We also expect that with the increased number of single-line destinations, we will be better able to penetrate new and more distant markets.

The proposed transaction would increase rail business for the combined system that would be good for all of the shippers who rely on rail. Further, trucks dominate the nation's freight markets, especially in the East. Because the new systems would create greater efficiency, it would lead to more freight traffic on the rails diverted from truck promoting more long term capital investment and ensuring that rail service would grow into the future.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, Joseph J. Venturoso, declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 30th day of APRIL, 1997.

Joseph J. Venturoso
Vice President
EGI Warehouse, Inc.

FINANCE DOCKET NO. 33388

**Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, D.C. 20423-0001**

Dear Mr. Williams;

My name is Richard Eiler, and I am Owner of Eiler Towing & Wrecker Service, 3194 Spring Grove Ave, Cincinnati, OH. 45250. I have been in business for 35 years and I am a supplier of towing & wrecker services for Norfolk Southern Corporation at Cincinnati, Ohio.

Based upon our experience in providing the services described above and working with various railroads, we would like to express our support of Norfolk Southern and CSX in their efforts to acquire Conrail, and then divide the Conrail system. There is a need for competition in the territory served by Conrail, and for two competing railroads in the Northeast which own their own track and facilities. For too long, customers which ship or receive product into and out of the Northeast have had the service of only one rail carrier. And as is the case when only one company is able to operate in a particular market, service suffers and the price is non-competitive. While there may have been an historical reason for insulating northeastern railroading from competition, that time is past, and it is time for customers interested in this market to have service by more than one rail carrier which owns its facilities. And, the rail carriers which will compete in the Northeast should not be just any rail carriers. They must be carriers which are of comparable size and scope, and provide a competitive service.

Growth in the intermodal industry will benefit my company. Providing rail competition in the Northeast, particularly from two competitors which have strong rail systems in the Southeast, should promote the growth of intermodal traffic, which in turn will enhance my business as a supplier to the intermodal industry. NS's capital investment in its intermodal facilities and service are well known in the industry, as are its strong commitments to growth and service. Further, we have been impressed with NS's commitment to safety, as evidenced by its evidence of continued success in winning the Harriman Award.

To summarize, we believe that approval of the application of NS and CSX to acquire Conrail should be approved by the STB.

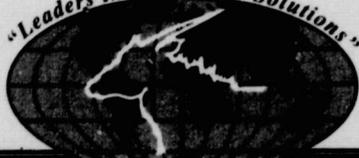
I, Richard Eiler, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on May 27, 1997.

Sincerely,

A handwritten signature in cursive script, appearing to read "Richard Eiler".

Richard Eiler

"Leaders in Innovative Solutions"



ELAND DISTRIBUTION

A DIVISION OF ELAND & CO., INC.

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, DC
20423-0001

VERIFIED STATEMENT OF

ELAND DISTRIBUTION

My name is Doug Eland, president of Eland Distribution. I have held my present position for nine years. My duties include overseeing total logistics function.

Eland Distribution is a logistics consulting and freight forwarding firm. We have facilities located at Toronto and Montreal. These facilities are presently served by CP and CN Rail. We receive from shippers located at Laredo, New Orleans and Miami. These facilities are located on the lines of CP and CN Rail. During 1996, we received over 200 containers/trailers from these origins.

We support the approval of the transaction by which CSX and Norfolk Southern will acquire control of Conrail, and then divide the assets and trackage of Conrail in the manner which has been described to me, and which will be described in the joint application of CSX and NS to control Conrail. There is a distinct need for two competing railroads in the Northeast which own their own track and facilities. For too long, Customers who ship or receive product into and out of the Northeast have had the service of only one rail carrier. And as is the case when only one company is able to operate in a particular market, service suffers and the price is non-competitive. While there may have been an historical reason for insulating northeastern railroading from competition, that time is past, and it is time for Customers interested in this market to have service by more than one rail carrier which owns its facilities. These rail carriers cannot be just any rail carriers. They must be comparable in terms of their size, scope and ability to provide a

international transportation and trade consultants

154

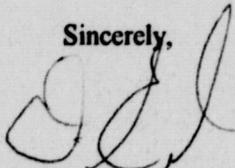
competitive service. From what I understand of railroad operations, I believe that in the 1990s, two carriers of relatively equal size and scope provide the greatest opportunities for seamless service, efficient equipment utilization and seamless synergies.

In addition, we are looking forward to experiencing not only the change from being served by one rail carrier increasing to two, but also the greatly expanded market reach which single line service by NS and CSX will offer. An extensive addition of single line rail service will allow us to provide increased market penetration to areas where we have been unable to compete adequately.

To summarize, we believe that approval of the joint application of NS and CSX to acquire Conrail should be approved by the STB.

I, Doug Eland, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on 29 April, 1997.

Sincerely,



Doug Eland

President

Eland Distribution

cc Norfolk Southern - Toronto

cc J.R. Hamilton
Account Executive
CSX Distribution Services
Postal Station A, Box 695
Hamilton, ON
L8N 3K7



8050 HOSBROOK ROAD, SUITE 314, CINCINNATI, OH 45236, (513) 791-0446

May 15, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
12th and Constitution Ave., N.W.
Washington, D.C. 20423

RE: STB Finance Docket No. 33388, CSX Corporation and CSX Transportation Inc.;
Norfolk Southern Corporation and Norfolk Southern Railway Corporation -- Control and
Operating Lease/Agreements--Conrail Inc. and Consolidated Rail Corporation

Dear Secretary Williams:

My name is Joe Stearman, and I am Director of Transportation with Electric Fuels Corporation in Cincinnati, Ohio. Electric Fuels is a producer and distributor of coal, moving more than 6 million tons per year. I am writing to indicate our support for the proposed sale of Conrail to CSX and Norfolk Southern.

As I see it, the sale of Conrail will trigger improvements in rail transport that will benefit not just companies in the Midwest and on the East Coast, but nationwide. My reasons include:

More competitive transport. For too long, the East Coast has had too many railroads chasing too little revenues, creating inefficiencies that led many companies to look to truck transport to move their products. The sale of Conrail will give both NS and CSX an excellent opportunity to rationalize their route systems and reduce inefficiencies, giving truckers something to worry about, and the rest of us a more competitive transport alternative.

Lower shipping costs. The increased competition would create pressure to keep shipping costs lower, obviously great news for a transport-sensitive company like Electric Fuel, and for any number of other companies in this part of the country.

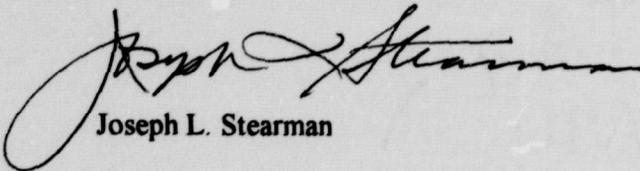
The bottom line: More opportunities to enter new markets. More competitive, lower-cost transport will give Electric Fuels a chance to reach new customers and win new business, in itself the single best reason for approving the Conrail sale as soon as possible

On behalf of my company, I thank the Surface Transportation Board for this opportunity to comment on the Conrail transaction.

I, Joseph L. Stearman, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement.

Executed this 15th day of May, 1997

Sincerely,



Joseph L. Stearman

JLS/led



**ELECTRIC
FUELS
CORPORATION**

ONE PROGRESS PLAZA, P.O. BOX 15208, ST. PETERSBURG, FLORIDA 33733. (813) 824-6600

March 25, 1997

CSX Transportation, Inc.
500 Water Street
Jacksonville, Florida 32202-4057

**RE: STATEMENT OF DENNIS G. EDWARDS
ON BEHALF OF ELECTRIC FUELS CORPORATION**

Gentlemen:

My name is Dennis G. Edwards, and I am Vice President of Coal Procurement for Electric Fuels Corporation (EFC). I have held this position since January of 1990. EFC is affiliated with Florida Power Corporation (FPC).

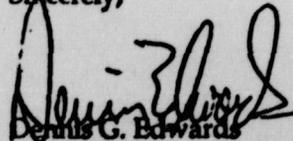
FPC provides electric utility service to approximately 1.3 million customers in 32 Florida counties located in west central and northwest Florida. FPC owns and operates four coal-fired plants located at Crystal River, Florida. Approximately 43 percent of our annual electric output is generated using coal. Currently our plants burn low-sulfur coal originating in Central Appalachia.

The Crystal River facility utilizes both CSX and ocean-barge delivery systems. Historically, approximately 65 percent of our coal requirements (approximately 5.8 million tons) have originated on the CSX in the CV and Big Sandy rate districts. As indicated, the balance of our requirement delivers via the Inland Waterway System and the Gulf of Mexico. This alternate delivery system provides us with access to smaller domestic producers and imported coals.

EFC supports the joint acquisition of CONRAIL because we believe the increased availability of single-line service coal mines should improve the competitiveness of all CSX-served mines.

We are looking forward to the new opportunities that the joint acquisition of CONRAIL will bring. Single-line service on the enlarged CSX system may open up new opportunities for shipments of coal to our plants. Accordingly, EFC supports the acquisition of CONRAIL by CSX and Norfolk Southern.

Sincerely,



Dennis G. Edwards

Vice President - Coal Procurement

DGE/ro

Eljer Manufacturing
1301 Eljer Way
Ford City, Pennsylvania 16226
Tel: (412) 763-1621
FAX: (412) 763-6277

**AN ELJER
INDUSTRIES COMPANY**

May 12, 1997

Mr. Vernon A. Williams, Secretary
Surface Transportation Board
1201 Constitution Avenue, NW
Room 2215
Washington, DC 20423

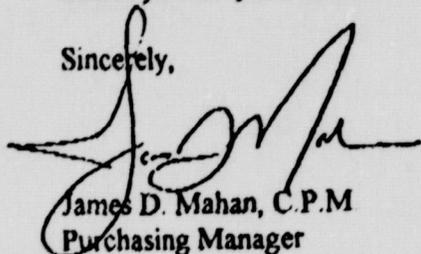
Dear Mr. Secretary:

Eljer Manufacturing supports the acquisition of Conrail by CSX and Norfolk Southern. We believe this proposed merger is positive, and if approved will offer better and expanded service opportunities. This would permit our company to keep transportation costs down while receiving faster service.

We hope this matter will receive early consideration by the Surface Transportation Board and that Congress will not act to block or delay deliberation of this matter.

Thank you for your consideration.

Sincerely,



James D. Mahan, C.P.M.
Purchasing Manager



Verified Statement
of
Daniel P. Hamilton on Behalf of Ellwood City Forge

Finance Docket No. 33388
CSX Corporation and CSX Transportation, Inc.
Norfolk Southern Corporation and
Norfolk Southern Railway Corporation
--Control and Operating Lease/Agreements--
Conrail Inc. and Consolidated Rail Corporation

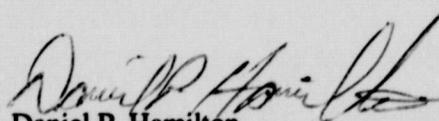
I am submitting this statement in support of the transaction proposed by CSX, Conrail and NS on behalf of Ellwood City Forge which is located in Ellwood City, PA, at 800 Commercial Avenue. My name is Daniel P. Hamilton and I am the Vice President and General Manager at Ellwood City Forge.

Our company has been in the business of manufacturing open die steel forgings since 1910. Ellwood City Forge sends shipments of open die forgings to Texas via CSX. We presently ship forgings by truck due to the "just in time" nature of our business.

Because the combined system that will result from the acquisition of Conrail by CSX and NS will provide increased competition with trucks, Ellwood City Forge will benefit from lower costs and better service that a competitive environment should encourage. Moreover, improved rail service may divert some of Ellwood City Forge's present truck shipments to rail. The extension of CSX's network into the Northeastern markets may provide Ellwood City Forge with rail opportunities now not available.

For these reasons, Ellwood City Forge strongly urges the Surface Transportation Board to allow CSX, Conrail and NS to complete the proposed transaction. Ellwood City Forge is eager to begin realizing the benefits described above.

I, Daniel P. Hamilton, declare under penalty of perjury that the foregoing is true and correct. I certify that I am qualified and authorized to file this verified statement. Executed this 29th day of April, 1997.


Daniel P. Hamilton



ELM STREET RESOURCES, INC.

P.O. Box 1718

Paintsville, KY 41240

Telephone (606) 789-4036 • Telefax (606) 789-4059

May 7, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, N.W.
Washington, D.C. 20423

Re: **Verified Statement of Elm Street Resources, Inc.;**
Proposed CSX/NS/Conrail Transaction:
STB Finance Docket No. 33388

Dear Secretary Williams:

My name is Kathy E. Walker and I am the founding owner and president of Elm Street Resources, Inc. in Paintsville, Kentucky. My office address is P.O. Box 1718, 228 Main Street, Paintsville, Kentucky 41240. Elm Street is a coal sales company, and I am the person who consummates the sales and, in the process, coordinates the transportation arrangements for the product. I am writing this letter to express my support for the proposed joint acquisition of Conrail by CSX and Norfolk Southern. I feel the acquisition will increase the overall efficiency of rail service within the eastern United States.

My company, which began operations in 1986, moves approximately 1,000,000 tons annually of industrial-bound coal. The company is 100% woman-owned and operated, and has been quite successful in developing markets outside of the traditional CSX territory. Through its cooperative efforts and interest in new market development, the CSX has been instrumental in the success and expansion of Elm Street Resources, Inc. The company is now moving more and more into markets subject to Conrail service, and the proposed division of Conrail assets would greatly enhance our continued growth by offering broader geographical coverage.

The proposed joint acquisition will certainly improve car supply and locomotive utilization to the benefit of both Conrail and CSX customers, generally, and will improve the single-line route structures available for our shipments, specifically, giving us greater reach via single-line service to and from a much larger market area. Efficiency, stability, and reliability of transportation are critical factors to our logistics management, and I feel this acquisition will be a plus in all three respects.

Mr. Vernon A. Williams
May 7, 1997
Page 2

In conclusion, Elm Street Resources supports the application of Conrail, CSX and Norfolk Southern and requests that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I, Kathy Walker, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement.
Executed this 7th day of May, 1997.



Kathy E. Walker
President

ELME

Elme North America, Inc.
P.O. Box 4771
Wheaton, IL 60189-4771
Tel: 630-665-4750
Fax: 630-665-6545

**VERIFIED STATEMENT OF
ELME NORTH AMERICA, INC.**

FINANCIAL DOCKET NO. 33388

Mr. Vernon A Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, D.C. 20423-0001

Dear Mr. Williams:

My name is William P Healy and as Director for Elme North America, Inc. I am responsible for sales and support of intermodal container handling equipment sold to the North American rail roads. I have held this position for over 4 ½ years.

Elme North America is a company that provides container spreaders and chassis management products for intermodal equipment applications. We supply equipment to all major rail roads within the North American market, including Burlington Northern Santa Fee, Conrail, and CSX, KCS, Norfolk Southern and Union Pacific.

Our experience with this industry has provided a good perspective on the positive results of mergers within the rail industry. The past mergers of the 4 major western rail roads into 2 competing entities has heightened competition for traffic within this territory, improved service for their customers and increased intermodal traffic. We have seen an expanded emphasis on efficiency as these two new companies stream line their operations and push for increased system wide efficiency. Customer satisfaction has improved as service levels have increased, resulting in more intermodal traffic.

While there may have once been a reason for insulating the Northeast from rail roading competition, this time is gone. We are of the opinion that the proposed mergers of Conrail with Norfolk Southern and CSX can have but positive results. If the combination is done such that the resulting two rail roads have a similar size, scope and track capabilities the result will be two strong head to head competitors vying for Northeast rail traffic. The ability of both rail roads to provide seamless service from

existing tracks to this area will provide a significant improvement in efficiency and will reduce delivery times to this area by eliminating interline transfers. The rail customers, our economy and citizen can only benefit from this.

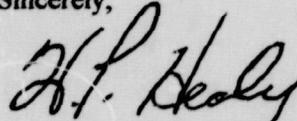
Our stake in this combination as a supplier is that the result will be a growth for the intermodal industry and a renewed push for efficiency. Both are good for us as they result in the sale of new equipment.

Norfolk Southern's capital investments in its intermodal facilities and services are well known and respected in the industry. They certainly have an established track record for customer service, safety and efficient operations.

In summary, we believe that approval of the application of NS and CSX to acquire Conrail should be approved by the STB.

I, William P. Healy, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on 23-May, 1997

Sincerely,



William P. Healy,
Director,
Elmer North America, Inc.

ELME

Elme North America, Inc.
P.O. Box 4771
Wheaton, IL 60189-4771
Tel: 630-665-4750
Fax: 630-665-6545

**VERIFIED STATEMENT OF
ELME NORTH AMERICA, INC.**

FINANCIAL DOCKET NO. 33388

Mr. Vernon A Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, D.C. 20423-0001

Dear Mr. Williams:

My name is Dennis A. Niska and as Assistant Director for Elme North America, Inc. I am responsible for sales and support of intermodal container handling equipment sold to the North American rail roads. I have held this position for over 2 ½ years.

Elme North America is a company that provides container spreaders and chassis management products for intermodal equipment applications. We supply equipment to all major rail roads within the North American market, including Burlington Northern Santa Fee, Conrail, and CSX, KCS, Norfolk Southern and Union Pacific.

Our experience with this industry has provided a good perspective on the positive results of mergers within the rail industry. The past mergers of the 4 major western rail roads into 2 competing entities has heightened competition for traffic within this territory, improved service for their customers and increased intermodal traffic. We have seen an expanded emphasis on efficiency as these two new companies stream line their operations and push for increased system wide efficiency. Customer satisfaction has improved as service levels have increased, resulting in more intermodal traffic.

While there may have once been a reason for insulating the Northeast from rail roading competition, this time is gone. We are of the opinion that the proposed mergers of Conrail with Norfolk Southern and CSX can have but positive results. If the combination is done such that the resulting two rail roads have a similar size, scope and track capabilities the result will be two strong head to head competitors vying for Northeast rail traffic. The ability of both rail roads to provide seamless service from

existing tracks to this area will provide a significant improvement in efficiency and will reduce delivery times to this area by eliminating interline transfers. The rail customers, our economy and citizen can only benefit from this.

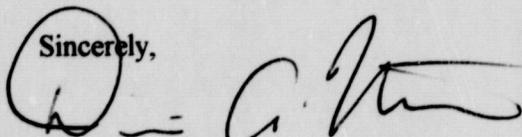
Our stake in this combination as a supplier is that the result will be a growth for the intermodal industry and a renewed push for efficiency. Both are good for us as they result in the sale of new equipment.

Norfolk Southern's capital investments in its intermodal facilities and services are well known and respected in the industry. They certainly have an established track record for customer service, safety and efficient operations.

In summary, we believe that approval of the application of NS and CSX to acquire Conrail should be approved by the STB.

I, Dennis A. Niska, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement. Executed on 23-May, 1997

Sincerely,



Dennis A. Niska,
Assistant Directory,
Elme North America, Inc.

VERIFIED STATEMENT

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, N.W.
Washington, D.C. 20423

RE: STB Finance Docket No. 22288

Dear Secretary Williams:

I am writing to urge you to approve the joint acquisition of Conrail by CSX and Norfolk Southern. My company handles approximately 1200 carloads of gravel annually via rail, and so a healthy and efficient rail system is in our company's best interests.

The transaction will give the expanded CSX system broader geographic coverage, giving my company the opportunity to reach new markets and to serve present customers more efficiently. The transaction may also create new opportunities for single-line service, and should result in better overall service. Finally, the transaction can be expected to improve rail car supply and locomotive utilization, to the benefit of all customers who use rail.

Stability and reliability of transportation is critical to our logistics management. The friendly acquisition of Conrail by CSX and Norfolk Southern is the best way to improve service, enhance efficiency and promote the growth of rail traffic in the East.

I urge you again to keep in mind the interests of customers, and to support the joint acquisition of Conrail by CSX and Norfolk Southern.

I, Bobby H. Harvey, declare under penalty of perjury that the foregoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 8th day of May, 1997.

Yours Truly,

Bobby H. Harvey



May 14, 1997

Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, N.W.
Washington, DC 20423

VERIFIED STATEMENT

Re: STB Finance Docket Number 33388

Dear Secretary Williams:

Emerald International Corporation is active in the coal industry as both an importer and exporter. As a corporate officer, I, Aidan C. Bowles, oversee all methods of coal transportation, including rail transportation. In addition, I am responsible for the negotiation of transportation contracts with railroads, barge lines etc. Prior to my involvement in the coal industry, I was employed as a staff attorney at NYNEX Corporation in New York. I write to offer our company's strong support for the proposed division of Conrail's assets.

Emerald International's annual throughput of coal is in excess of three million (3,000,000) short tons. Transportation costs are a critical element in our overall price structure. In this most competitive market, such costs can mean the difference between winning or losing coal supply contracts. It is, therefore, in Emerald's vital interest, that we have the most cost effective, efficient, and timely transportation available to us, to maximize our opportunity, and thus the opportunity for U.S. coals, to compete in the world market. We vie with South African, Australian, South American, and other, coal producers, to supply end-users, worldwide.

We believe that the proposed transaction will be of benefit, not only to Emerald as a company, but also to U.S. coal exporters as a whole. For instance, the single line access to an increased number of destinations that the transaction will bring, is a major plus for exports. Efficient access to coals, not now easily available to

EMERALD INTERNATIONAL CORPORATION

7310 Turfway Road • Suite 330 • Florence, Kentucky 41042 • U.S.A. • (606) 525-2522 • Fax: (606) 525-4052

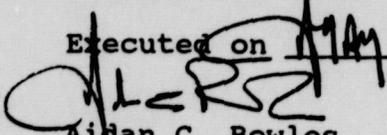
168

Emerald, will be a very positive development. We believe that the combined efficiency, in the utilization of equipment and track of the merged entity, will ensure better service at more competitive rates.

In short, we view the proposed transaction as a very positive step, and we look forward to more efficient, cost effective, and reliable, service than we have enjoyed in the past.

I, Aidan C. Bowles, declare under penalty of perjury that the foregoing is true and correct. Further I certify that I am qualified and authorized to provide this verified statement.

Executed on May 14, 1997.


Aidan C. Bowles
President

cc: Surface Transport Board

EMERALD PACKING COMPANY, INC.

P.O. BOX 547914 • ORLANDO, FLORIDA 32854-7914

VERIFIED STATEMENT OF
HAROLD F. AROST
ON BEHALF OF
EMERALD PACKING COMPANY, INC.

I am writing to offer my company's strong support for the proposed joint acquisition of Conrail by CSX and NS and to urge the Board to approve it promptly.

Please let me introduce myself...I am Harold F. Arost, President of EMERALD PACKING COMPANY, INC. located in Orlando, Florida. I am responsible for Brokering and Sales of Fresh Citrus, which may include overseeing transportation requirements.

EMERALD PACKING COMPANY, INC. is a packing facility for Fresh Citrus and is seasonal, running from August thru May.

An efficient and cost competitive transportation infrastructure is essential to the success of our business. EMERALD PACKING COMPANY, INC., moves approximately 150 loads annually by rail. The joint acquisition of Conrail will be in EMERALD PACKING COMPANY's best interest since the enhanced CSX system would be capable of providing a complete competitive intermodal product with associated efficiencies.

We strongly urge the Board to approve this application for the reasons detailed below:

1. We believe that the joint acquisition of Conrail will produce better service and more competitive rates. We expect the joint acquisition to result in a more efficient system with more opportunities to triangulate, thereby allowing for more efficient equipment utilization.
2. We also anticipate that the joint acquisition will result in expanded markets with an increased number of destinations available.
3. We are convinced that the joint acquisition of Conrail will result in more intermodal service lane options, which, in turn, will benefit all the shippers that rely on rail.

3. con't

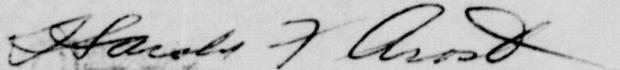
The enhanced CSX system will be able to achieve greater operational and terminal efficiencies. The acquisition will promote more long term capital investment and ensure that rail service grows into the future. These developments are critically important to all freight shippers.

In conclusion, we support the application of Conrail, CSX and NS and request that the Board move as expeditiously as possible to assure approval. We feel this is the best way to improve service, enhance efficiency and promote the growth of transportation options in the East.

I, Harold F. Arost, declare under penalty of perjury that the forgoing is true and correct and that I am qualified and authorized to file this verified statement. Executed this 14th day of May, 1997.

I might also add that my dealings with CSX Intermodal and their Employees, here and in Jacksonville, leaves nothing to be desired.

Harold F. Arost (President)



EMERALD PACKING COMPANY, INC.



Emfinger STEEL Company, Inc.

PH. 205/794-4251 P.O. BOX 876
DOTHAN, ALABAMA 36302

DEWEY EMFINGER
PRESIDENT
SAMUEL EMFINGER
VICE PRESIDENT
VIRGINIA E. LUCAS
SECRETARY-TREASURER

MAY 13, 1997

EMFINGER STEEL CO. INC.
P.O. BOX 876
DOTHAN, AL. 36302

DEAR ED. MYERS;

I AM WRITING TO EXPRESS OUR COMPANY SUPPORT FOR THE ACQUISITION OF CONRAIL BY CSXT AND NS.

WE ARE A SCRAP METAL RECYCLING COMPANY. WE SHIP MOSTLY TO MILLS IN ALABAMA CITY, MOBILE BESSEMER AND BIRMINGHAM, AL. WE HANDLE APPROXIMATELY ONE HUNDRED (100) CARLOADS OF SCRAP METAL ANNUALLY VIA CSXT.

WE BELIEVE THAT THE ACQUISITION OF CONRAIL BY CSXT AND NS WILL ALLOW US TO EXPEND AND EXTEND OUR MARKET OUTREACH.

IN OUR BUSINESS, CONSISTENT AND RELIABLE RAIL TRANSPORTATION IS CRUCIAL TO OUR LOGISTICS MANAGEMENT. THE CSXT INDUSTRY OFTEN EXPERIENCES EQUIPMENT SHORTAGES. THE ACQUISITION WILL INCREASE THE EQUIPMENT SUPPLY AVAILABLE FOR OUR SHIPMENTS, THEREBY ENHANCING THE CONSISTENCY OF OUR TRANSIT TIMES.

FOR THESE REASONS, EMFINGER STEEL CO. INC. URGES THE BOARD TO APPROVE THE JOINT APPLICATION OF CSXT AND NS.

I, DEWEY EMFINGER, DECLARE UNDER PENALTY OF PERJURY THAT THE FOREGOING IS TRUE AND CORRECT. FURTURE, I CERTIFY THAT I AM QUALIFIED AND AUTHORIZED TO FILE THIS VERIFIED STATEMENT.
EXECUTED THIS THIRTEENTH DAY OF MAY, 1997.

SINCERELY,

DEWEY EMFINGER, PRESIDENT
DE/MC

Mr. Vernon A. Williams

Page 2

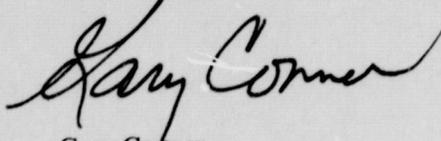
May 27, 1997

Growth in the intermodal industry will benefit my company. Providing rail competition in the Northeast, particularly from two competitors which have strong rail systems in the Southeast, should promote the growth of intermodal traffic which in turn will enhance my business as a supplier to the intermodal industry. NS's capital investment in its intermodal facilities and service are well known in the industry, as are its strong commitments to growth and service. Further, we have been impressed with NS's commitment to safety, as evidenced by its evidence of continued success in winning the Harriman Award.

To summarize, we believe that approval of the application of NS and CSX to acquire Conrail should be approved by the STB.

I, Gary W. Conner, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to file this verified statement executed on May 27, 1997.

Sincerely,

A handwritten signature in cursive script that reads "Gary Conner".

Gary Conner
Vice President of Operations

GC/pt

**EMPIRE
TRUCK LINES, INC.**

P.O. Box 15235
Houston, Texas 77220-5235
(713) 672-7403 • Fax: (713) 672-1203

GARY CONNER
Vice President-Operations

May 27, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, N.W.
Washington, D.C. 20423-0001

Subject: CSX Corporation and CSX Transportation, Inc., Norfolk Southern Corporation and Norfolk Southern Railway Company - Control and Operating Leases/ Agreements - Conrail, Inc. and Consolidated Rail Corporation, STB Finance Docket No. 33388

Dear Mr. Williams:

My name is Gary W. Conner, and I am Vice President of Operations of Empire Truck Lines, Inc. at 10043 Wallisville Rd., Houston, TX 77013. I have held my present position for eight years. My duties include overseeing all motor carrier operations.

Empire Truck Lines, Inc. is a motor carrier and drayage company. We work with NS as the following locations; New Orleans, LA. In addition, we work with CSX at New Orleans, LA providing drayage between Houston, TX and New Orleans, LA.

Based upon our experience in providing the services described above and working with various railroads, we would like to express our support of Norfolk Southern and CSX in their efforts to acquire Conrail, and then divide the Conrail system. There is a need for competition in the territory served by Conrail and for two competing railroads in the Northeast which own their own track facilities. For too long, customers which ship or receive product into and out of the Northeast have had the service of only one rail carrier. And as is the case when only one company is able to operate in a particular market, service suffers and the price is non-competitive. While there may have been an historical reason for insulating northeastern railroading from competition, that time is past, and it is time for customers interested in this market to have service by more than one rail carrier which owns its facilities. And, the rail carriers which will compete in the Northeast should not be just any rail carriers. They must be carriers which are of comparable size and scope, and provide a competitive service.

ENCEE

Chemical, Inc.

PHONE 919-633-5868

FAX 919-633-3821

POST OFFICE BOX 39

NEW BERN, NORTH CAROLINA 28560

April 28, 1997

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
STB Finance Docket No. 33388
1925 K Street, NW
Washington, D.C. 20423-0001

Mr. Williams:

My name is J. C. Barker, III, and I am the vice president and general manager of EnCee Chemical Sales, Inc. I have held my present position for 15 years. My duties include purchasing of raw materials in rail cars and overseeing rail shipments.

EnCee Chemical Sales, Inc. is a manufacturer of chemicals in the agriculture and admixture industry. We receive the majority of our raw materials by rail. We have recently signed a five year contract with a new customer which we will be receiving additional rail cars per month. We have facilities located on Hwy 17 north in Bridgeton, NC. These facilities are presently served by Norfolk Southern. We receive rail cars from vendors in Cleveland and Memphis. These facilities are located on the lines of CR, UP, and BN. During 1996, we received 26 carloads from these origins.

We support approval of the transaction which will allow CSX and Norfolk Southern to acquire Conrail and subsequently divide its assets. Since our facility is located on the lines of NS, we would welcome the benefit of increased market access for single-line rail transportation. Joint line rail service into and out of the Northeast has tended to inhibit our ability to move this traffic, and the single-line service which NS proposes would be of benefit to us. With single line service, I believe our facility would be able to compete in these markets with other companies enjoying single line service to the Northeast. We have used NS for many years and have been satisfied with their service. We are confident that they would be able to provide good service on any CR lines which they acquire.

We have been very pleased with the service we receive from NS. Norfolk Southern has given us continued good service in our working relationship. The employees have always been extremely helpful to us in locating in coming cars and placing cars when needed.

For the reasons described above, I support the application of NS and CSX to acquire Conrail.

I, J. C. Barker, III, declare under penalty of perjury that the foregoing is true and correct. Further that I am qualified and authorized to file this verified statement.
Executed on April 28, 1997.

Sincerely,


J. C. Barker, III